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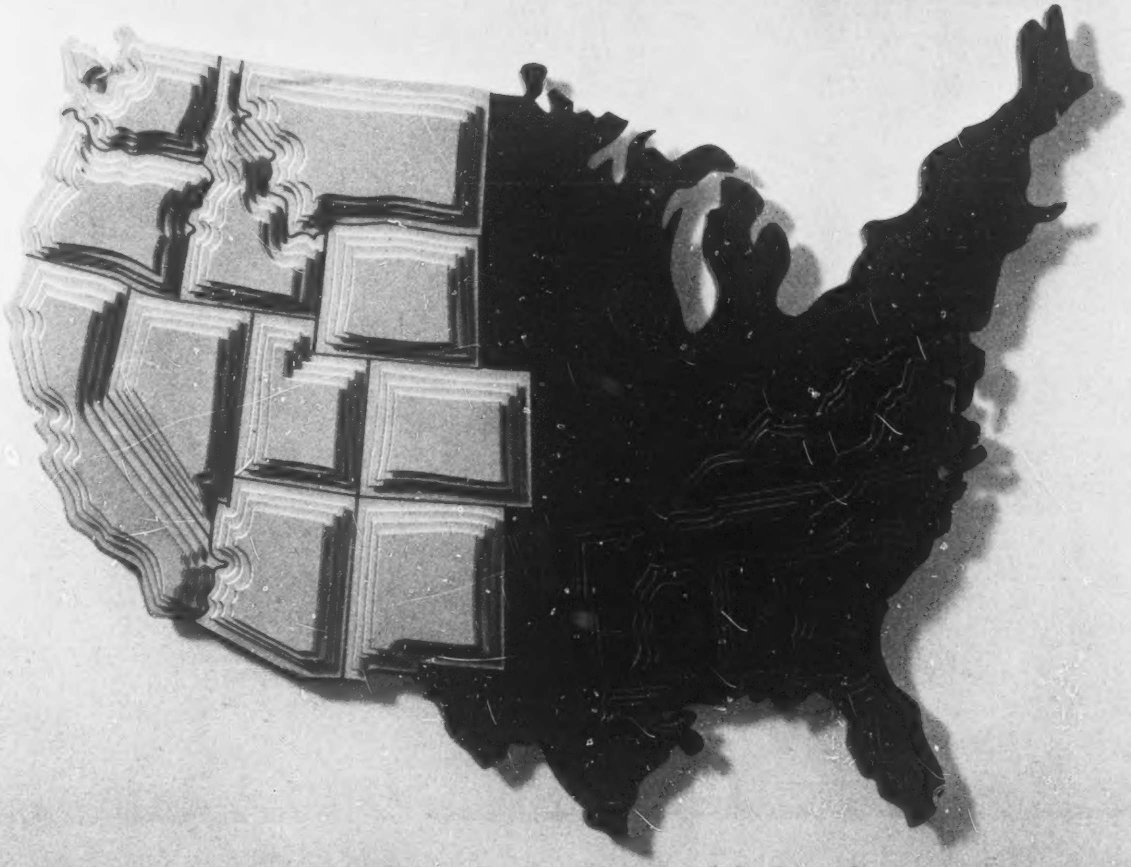
NPTA MANAGEMENT NEWS

FEBRUARY 1986

MN

Planning Marketing Moves in 1986

NATIONALREGIONALITY



Zellerbach Delivers Value!

There is one distribution group in the industry that has been delivering value to its customers and to its vendors for over one hundred and fifteen years. A distribution group that has consistently, consecutively and profitably delivered the best products and services to market. It is the Zellerbach Paper Group, the one distribution network with **nationalregionality**—the service orientation and responsiveness of a regional distributor backed by the resources and strength of a national organization.

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—Fine Papers
—Weaver Paper Company

SOUTHERN PAPER COMPANY
ZELLERBACH PAPER COMPANY

INDUSTRIAL BUSINESS UNIT

ZELLERBACH PAPER COMPANY
AGRICULTURAL SALES GROUP
ZELLPACK PACKAGING GROUP

MN

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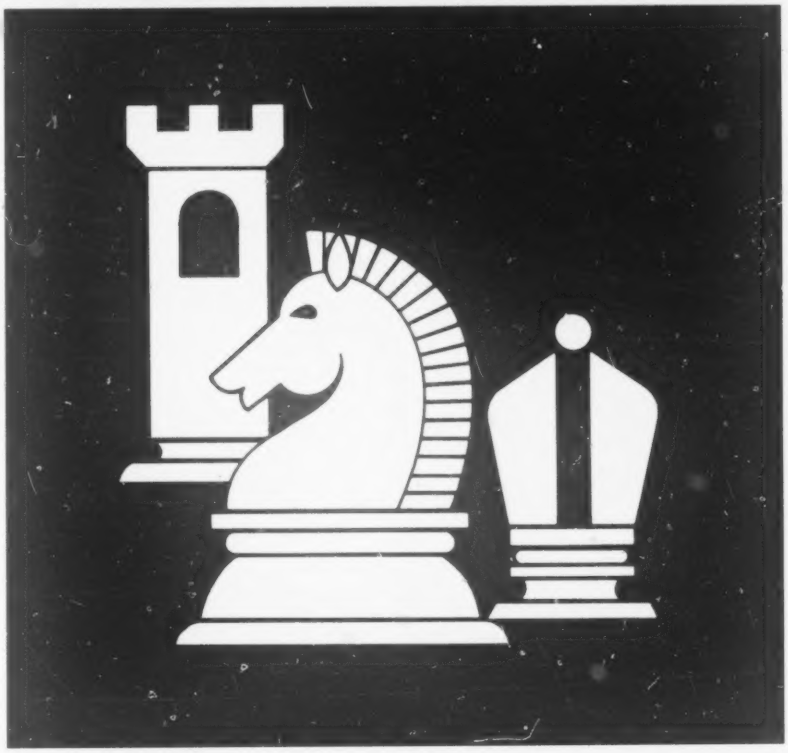

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THE PAPER FOUNDATION GETS CLOSER TO ITS GOAL

In an effort to help the paper industry chart its course for the future, the NPTA has been helping to raise money for the PAPER Foundation's Endowed Chair program. The research chair, which will reside at the University of Florida in Jacksonville, is being set up to investigate the possible and probable changes in the paper distribution business.

The latest contributors to the fund-raising campaign are: W.H. Smith Paper Co., Albany, NY; Turnquist Paper Co., Minneapolis, MN; Mayfield Paper Co., San Angelo, TX; Norco Paper Co., Oakland, CA; Hershey Paper Co., Lancaster, PA; and the WWF Paper Corp., Bala Cynwyd, PA.

BRAME ACQUIRES CAROLINA PAPER

On December 18, 1985 Brame Specialty Company, Inc. acquired Carolina Paper & Builders Materials, Inc. Carolina will operate as a wholly owned subsidiary of Brame.

Carolina Paper was formed in 1964 and operates from a 27,000 square foot office and warehouse in Charlotte, NC. Since 1976 Carolina Paper has operated successfully as an employee-owned distributor. While the employee-stockholders sold their stock to Brame on December 18th, all existing personnel will remain with the organization and the existing officers will also continue in their respective capacities. They are Walter E. Lamb, president, Dick Bilger, vice president-builders materials and Tom Guerrant, vice president-industrial paper and packaging.

Brame Specialty Company, Inc., founded in 1924, has its home office in Durham, NC and branch operations in Rocky Mount and Wilmington, NC. Brame has been operating in Charlotte for two years and will be consolidating its Charlotte operations into the Carolina Paper facility.

Jim Brame, president of Brame Specialty, reports that "additional lines of industrial paper, printing paper and cleaning supplies will be phased into the Carolina Paper operation." Brame further anticipates adding more sales representatives in 1986.

RIS PAPER'S DIEM & WING OPERATION TO HAVE NEW HEADQUARTERS

Construction has begun on a 60,000 square foot facility which will serve as the midwest headquarters for Diem & Wing/Ris Paper. Ris Paper, headquartered in Garden City, NY, is relocating its midwest headquarters from 824 Broadway in downtown Cincinnati to the suburban Queensgate section.

Cincinnati Mayor Charles Luken joined officers from Diem & Wing/Ris Paper; including chairman Emeritus Howard Ris, the development firm of Real Estate Management Corp., and the contracting firm of Warm Brothers Construction at the groundbreaking ceremonies.

The building, located on four acres at the intersection of Spring Grove and Harrison Avenues, will contain 10,000 square feet of office space and 50,000 square feet of warehouse space. The Diem & Wing/Ris Paper parcel is one of the last remaining sites suitable for development in the Queensgate area, according to developer Robert Kanter.

"We are very excited about this move to the most modern and efficient plant in the industry, which is being built to our specifications," said Jack Schneider, president of the Diem & Wing division of Ris Paper Company. "The high ceilings increase capacity and the new facility will mean faster and more efficient service to our clients."

Financing for the project was obtained through the purchase of $1.8 million in industrial revenue bonds.

The Ris Paper Company, with annual sales exceeding $330 million, was cited by *Forbes* as the 305th largest privately held firm in the country in 1985.

Future Home Of
THE DIEM & WING
PAPER COMPANY
DIEM & WING
A SUBSIDIARY OF THE RIS PAPER CO.
FI 'CING
RIS
PER

PROFESSIONS UNLIMITED, INC.

The Recruiting Specialists...

Executive management of paper merchant houses know where to turn when they need help in filling important positions. Specializing in sales, middle management and top executive positions, Professions Unlimited can tailor a search program to meet your needs.

Professions Unlimited is a 13 year old recruiting firm specializing in the paper distribution industry with emphasis on flexible packaging, fine paper and industrial supplies. Professions has placed over 100 people in these areas since 1981—from New York to California, Minnesota to Florida. 80% of those placed were experienced in the paper merchant trade, the remainder were from manufacturers serving paper merchants.

To find out how you or your firm can benefit from our services contact Carl Coco, Jr., CPC, Executive Vice President or Philip R. Gross, CPC, Vice President National Accounts.

PROFESSIONS UNLIMITED, INC.

10999 REED HARTMAN HWY. CINCINNATI, OH 45242 513-793-5531

LINDENMEYR HOLDS SEMINAR ON ANNUAL REPORT DESIGN

The Lindenmeyr Paper Corporation recently held a seminar and exhibition devoted to the design and production of the corporate annual report. More than 100 designers, art directors, production specialists and other paper specifiers filled Lindenmeyr's Graphic Resource Center in Rutherford, NJ.

The seminar, coming at the beginning of the annual report design season, focused on practical advice from representatives from three leading printing firms specializing in high-quality color printing.

Designers and other professionals involved in graphic production may secure invitations to future Graphic Resource Center seminars by writing to Alice Scott, graphic resource specialist, at Lindenmeyr Paper Corporation, 301 Veterans Boulevard, Rutherford, N.J. 07070.

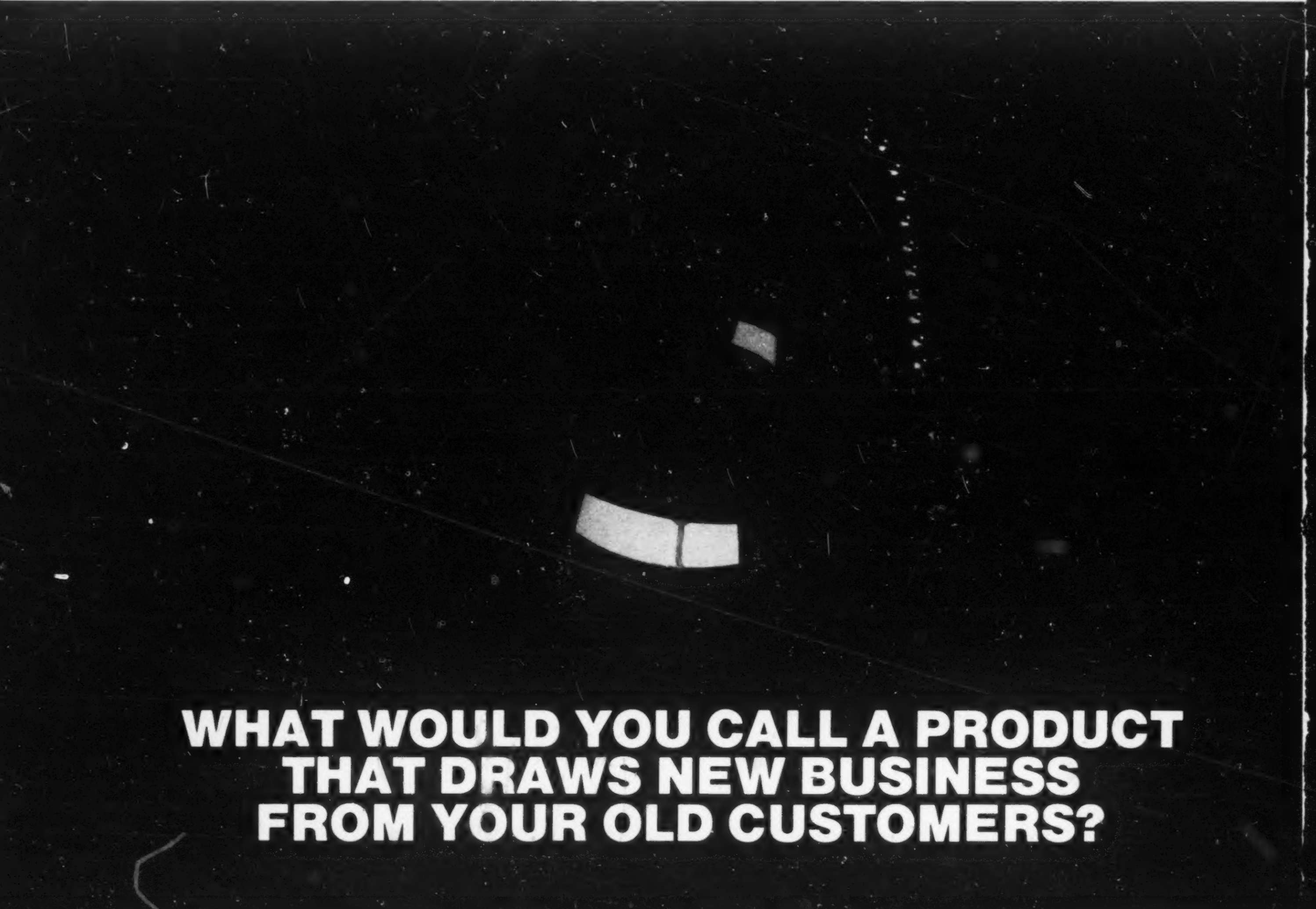
IP IMPROVES MERCHANT SUPPORT WITH COMPUTER

Increasing efficiency and improving merchant support through computerization continues to be a common tactic. The International Paper Company is planning to do just that by installing a new computerized customer interface system, announced International Paper Company vice president and White Papers Group executive, Dana G. Mead.

"Our new system will save countless hours of telephone time for order entry people, creating sales and other opportunities that help determine (a merchant's) real success." IP plans first to link merchants to IPCOM, the electronic data exchange system which transmits purchase order information and allows inquiries on make orders and other transactions, Mead said. Stock availability, automated transmission of acknowledgements and invoices for improved cash flow and faster billing are some of the enhancements IP would like to add to the system in the near future.

UNION CAMP ACQUIRES RESINS BUSINESS

The Union Camp Corporation has acquired the polyamide resins business of National Distillers and Chemical Corporation's Emery Chemicals Division. The acquisition includes Emery's polyamide resin inventory, formulations



and patents. The resins are used primarily by inks, coatings and adhesive manufacturers.

The acquisition fits nicely with Union Camp's other operations. As one of the the world's largest marketers of dimer acids (those chemicals which are converted into polyamide resins), the company said that this acquistion will broaden its existing line.

Union Camp's Chemical Products Division will produce the newly acquired product line at its Dover, OH and Valdosta, GA facilities.

ACME RECEIVES FORT HOWARD AWARD

The Acme Paper and Supply Company is this year's recipient of the Fort Howard Paper Company's Cornerstone Award for outstanding service in the distribution of Fort Howard products. According to Edward Attman, president of Acme Paper, the Cornerstone Award is presented to only 5% of the independent distributors of its product line.

Acme Paper and Supply Company, the largest distributor of food service, industrial and maintenance supplies in the Maryland, Delaware, Washington D.C. and Virginia area, has been a major wholesaler of Fort Howard products for over 20 years.

COMET PRODUCTS SOLD TO BRITISH COMPANY

John Waddington PLC, a British company with diversified interests in plastic and paperboard packaging, labels, games, business forms and security printing, has purchased Comet Products of Chelmsford, MA. Comet is a nationally known manufacturer of injection molded plastic food and beverage service disposables.

Plastona, Waddington's plastic packaging subsidiary, was the first company in the world to develop dual ovenable polyester (CPET) food trays and is recognized as a leader in state-of-the-art CPET technology.

As a member of the Waddington group, Comet will be manufacturing CPET and a broad range of other products based on Plastona's technology by mid-1986. Comet will market these products through its well established sales, marketing, and distribution network to the food service industry, mass merchandisers, supermarkets and airlines, while exploring new areas for expansion. Comet will continue to operate as a subsidiary of John Waddington with its existing management, staff, and sales organization.

The easiest way to get business is from customers you already have. And Marvel makes it easier than ever.

Not only because your customers need light bulbs, but because Marvel long-life lamps have big advantages over ordinary bulbs:

- They cost less.
- They last twice as long.

Benefits that would light up any customer's eyes. What's more, they're sold only through distributors. So you never have to worry about price cuts at the retail level.

Marvel has a full line of long-life incandescents, fluorescents, special-colored fluorescents, quartz, mercury vapors and high pressure sodium lamps. Lamps in every size and shape to get your business in its best shape ever.

If you still haven't found out how Marvel can get you new business, call toll-free (800) 845-6421. We'll be glad to show you the light.

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A MARVEL

OUR COMPETITION IS GOOD... THAT'S WHY IFC HAS TO BE BETTER.

Look closely at IFC Nonwovens and you will find something interesting. Old-fashioned values like customer attention, quality, and cost concontainment are at the heart of our success. Innovation is the key to advantage.

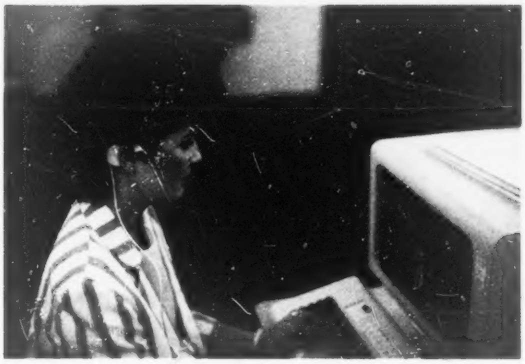
We've got a new look—and we are anxious to show what it means for you . . .

A TRADITION OF GROWTH

Constructive and rapid change have been the focus of IFC's development from a regional wiping cloth company to what we are today—a fully integrated nonwoven manufacturer serving a nationwide market through janitorial and paper merchant distributors.

A PASSION FOR CUSTOMER SERVICE

Recent consolidation of all corporate divisions along with a major expansion of our headquarters in Jackson, Tennessee places our entire resources within five hundred miles of more than seventy-five percent of the U.S. population.

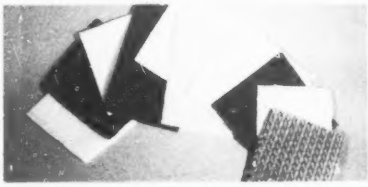


Our commitment to service includes lots of "little things" that set IFC apart from the competition. For instance, no minimum order quantities, an active bid support program to assist distributors in identifying and taking new bid opportunities, "Rapid Ship"™ —our corporate commitment to averaging 3.5 days shipping time on PPG orders, distributor training seminars (after all we have a lot of inside knowledge about end-user sales techniques including our nationally recognized telemarketing program).

INNOVATIVE MARKETING

Finding new and better ways of helping our distributors increase sales is our constant goal. We've got some pretty good practice doing new and unique things. For instance, the full-line concept of over sixty-five different kinds of wiper products was originated by IFC; we were the first to lower costs by reducing wiper sizes to eliminate wasted surface area and we're the only manufacturer to provide private labeled and "branded/non-branded" cases in small quantities to help distributors promote their own brands; and the introduction of our PPG (Preferred Product Group), a select group of ten wipers proven to be the most preferred by the marketplace.

UNEQUALED PRODUCT VARIETY



Not only do we manufacture a complete series of the best laminated and reinforced fabrics, we also bring together a package of various nonwovens representing a broad spectrum of state-of-the-art technology. But, let's not get carried away with variety. Our early years experience directly servicing end-users taught us that a small, simple grouping of the best selling wipers is sometimes a real advantage in the marketplace.

So whether your need is variety, or on the other hand, simplicity, IFC offers both a full line of products for every need; and a select group of wipers (PPG) specially designed with ease of sell and popularity in mind.

We asked Paper
Merchants nationwide
what they really needed
to increase their sales
of disposable wiping
cloth products
MERCHANT PREFERRED
PRODUCT PROGRAM

MEETING THE CHALLENGES OF THE FUTURE

We are proud of our past. But, we are more excited about the future and the changes IFC Nonwovens has yet to bring to the disposables marketplace. Our recent turnover of thousands of end-user account leads to distributors nationwide is one more indication of our commitment to traditional distribution as our exclusive sales vehicle.

Our competition is good. So we work hard every day to develop new ways for our distributors to sell wipers. As somebody put it—"You Ain't Seen Nothing Yet!"

IFC Nonwovens
(Formerly Industrial Fabricators, Co.)
Nonwovens For Industry and Health Care
CALL US TODAY 1-800-IFC-WIPE
(432-9473)

NOMINATIONS NOW OPEN FOR THE S.O.S. AWARD

The prestigious Stanley O. Styles Industry Excellence Award will be presented at NPTA's Annual Convention on September 15, 1986. Nominations are open now, but all letters of recommendation must be received at NPTA Headquarters by March 31, 1986.

The 1985 award winner was Albert F. Duval, chairman and chief executive officer of the Hammermill Paper Company. The award ceremony at the Chairman's Luncheon last October attracted over 800 people. A similar event is planned for this year.

Those wishing to nominate an outstanding industry leader should direct their letters of recommendation to: John J. Buckley, Jr., president of NPTA, 111 Great Neck Road, Great Neck, NY 11021. Past nominations will be reconsidered. A listing of the selection criteria is available from NPTA Headquarters.

HARRISBURG PAPER COMPLETES 50% EXPANSION

Nearly 50,000 square feet of warehouse space has been added to Harrisburg Paper Company, Harrisburg, PA, bringing the total distribution center to 150,000 square feet. The company's modern facility services a four-state area from their Harrisburg location.

The new facility, which cost more than $1 million to build, has an indoor rail operation, 22 truck docks, a computerized inventory system and high-speed materials handling equipment capable of moving nearly 400 tons of product daily.

Andy Lick, executive vice president of Harrisburg Paper, says the company is now ready to explore major new product opportunities throughout the Mid-Atlantic region. In recent years, the company has made major investments in maintenance and janitorial lines.

PAPER DISTRIBUTION INDUSTRY BEST SELLERS

Rank	Publication	Last Month
1	NPTA Vacation Schedules (Planning Folders). *NPTA.* $.40 each	2
2	Harvest the Fruits of Paper Selection (Marketing Tool). *NPTA.* $.50 each	10
3	Industrial Paper Merchant Sales Compensation. *NPTA.* $40	1
4	Merchandising to Maximize Your Margins. *VanDeMark.* $21.60	3
5	Wholesaler Inventory Control. *VanDeMark.* $23.60	4
6	Practical Handbook of Distribution/Customer Service. *Blanding.* $40	5
7	Measuring Customer and Product Line Profitability. *Mullins.* $35	6
8	Branching and Market Coverage. *Healy.* $35	7
9	What Really Helps (or Hurts) Your Company's Bottom Line. *Tape and Guide.* $50	8
10	Effective Financial Management for Wholesaler-Distributors. *Mullins.* $35	—

ALL PUBLICATIONS ARE AVAILABLE FROM NPTA

PEOPLE IN THE NEWS

Philip R. Byrne has been named chairman and CEO of Whitney Bros., Inc. **Christopher J. Byrne** has been appointed president and COO of Whitney Bros., Inc. **Robert M. Byrne** has been named vice president and treasurer of Whitney. **Nancy M. Murphy** has been named as Whitney's credit manager.

Keith Shepard has been named corporate marketing manager for Inlander-Steindler Paper Company.

Mary D. Bonaides has been named to head the newly formed Corporate In-Plant Business Papers Division of Cross Siclare/New York, Inc.

James R. Taylor has been named general manager—Chemical Division for Georgia-Pacific.

Richard W. Beard has been appointed vice president of sales and marketing for Plastics Inc., a subsidiary of Anchor Hocking. **Brad Andress** has been named national sales manager for Plastics Inc.

Frederick A. Szmit has been appointed president of Lyons Falls Pulp & Paper Inc.

Harry A. Posner, Jr. has announced his retirement, effective early 1986, after 11 years as president of the Institute of Paper Chemistry.

Robert F. Meyer has been appointed president of the Hammermill Papers Group, a division of the Hammermill Paper Company. **Peter G. Volanakis**, senior vice president of Hammermill Paper Company and president of the Hammermill Papers Group, has announced his retirement.

OFFICIAL GUIDES AVAILABLE

There is a wealth of solid industry information on the products available to paper distributors. The Official Guide issue of *MN* is 100 pages and is a valuable one that merchants can refer to all year long.

Listings of companies exhibiting at the 1985 Show include: company name with their address, phone number, contact person and a complete description of the products they carry and sell to distributors.

If you missed the "Official Guide" to the 1985 Paper/Plastics & Allied products Exposition, order yours today. The *Guide* is $10 and is available from NPTA Management News, 111 Great Neck Road, Great Neck, NY 11021; or call 516-829-3070.

PRINTING PAPER

MERRIFIELD VIDEO TAPE AVAILABLE FROM NPTA

The success of the NPTA seminar series featuring D. Bruce Merrifield has been noteworthy. At the last national convention that the Association held in New York City, Bruce Merrifield presented a one and one-half hour program titled "Implementing Successful Paper Marketing Programs" to a full house at the Sheraton Centre Hotel.

NPTA predicted that this Convention session would be valuable for all paper people beyond those in attendance. And so they contracted to have the program video taped. After editing, adding titles and graphics, the resulting one-hour program on 1/2 inch VHS is now available from NPTA.

The program focuses on value-added selling techniques and a systematic approach to selling the total concept of value. Specifically, he asks and answers the following questions:

1. What products does the paper merchant sell and how does he integrate service into this mix?
2. Does investing to develop product brand awareness pay off for the distributor?
3. What influences the buyer, motives him and potentially affects the sale; and, how are different product promotions developed to reflect these?
4. What product and price promotions are most effective for the paper merchant?

The program is one that all paper distribution managers should see. It may be used at sales or management meetings and includes a lengthy handout to enhance retention of the information.

Implementing Successful Paper Marketing Programs is now available from NPTA at $65.00 per copy to member firms and $80.00 per copy to suppliers. This program is sold with a complete money back guarantee if returned within ten days. Contact Bruce Linden at 516-829-3070 at NPTA.

NPTA PLANS PRINTING PAPER SALES COMP STUDY IN 1986

If there is one thing that a room full of 50 paper merchants agree on, it is that most printing paper sales compensation programs are disagreeable to them. And that is the highlight of their discussion—it is all downhill after that.

The question of how to pay sales personnel responsibly is not clear to most. Many have said that it is easier to follow the pack than try to create a new system. Some are experimenting modifying the full commission arrangements. Some say that a matrix of rewarding sales people with higher commissions when they sell more profitable items is only fair...and good for business. Others say that sales people should never be aware of the amount of net profit in the lines or grades they sell.

And so it goes...except that NPTA's Printing Paper Committee has now taken up the challenge of sorting it all out.

Work done in 1985 on industrial paper distribution sales compensation yielded a book by the same name. This report, based on an industry survey, helped industrial paper merchants better understand how compensation plans are changing.

The average compensation for an outside printing paper sales representative in 1984 (the latest information available) was $45,100 per year. The average compensation paid to inside sales reps was $18,700. The dollars paid are significant and the impact of the productivity of these people on a company's profitability is paramount.

The NPTA study of printing paper compensation will begin on April 1, 1986 when a survey form is sent to the Association's membership. The final publication will be available at the 1986 Convention in Boston next September. Those interested should contact: William H. Frohlich at NPTA Headquarters.

EVENTS

FEBRUARY

12. *82nd Annual Banquet of the Paper Trade Association of Philadelphia, Hershey Hotel, Philadelphia, PA.*

MARCH

9–12. *Paper Week. Waldorf Astoria, New York, NY. Contact API.*

20–23. *Second Annual NPTA YEF Mid-Year Executive Conference, The Registry Resort, Scottsdale, AZ. Contact NPTA.*

APRIL

7–11. *Printech Week. Rochester Institute of Technology, Rochester, NY. Contact NPTA.*

28–May 2. *NPTA Committee Week. Four Seasons Olympic Hotel, Seattle, WA. Contact NPTA.*

JCP OPPOSES AIR FORCE

The Joint Committee on Printing joined by the Chairman of the Senate Appropriations Committee, Mark Hatfield (R-OR), have proposed that no federal funds may be used for the installation of web presses at Gunter Air Force Base in Montgomery, Alabama. The Air Force, however, is proceeding with their effort to purchase the presses.

The PIA, with the Printing Industry Association of the South worked with JCP to identify printers in the Montgomery area who would compete for printing work from Gunter. As a result, the Government

(Continued on page 28.)

The Young Executive Forum of the NPTA Proudly Presents Its

ADMIT ONE

Second Annual Mid-Year Executive Conference

An Executive Conference featuring four educational sessions and recreational and social activities for young industry leaders who are under 45 years of age and in a decision making/policy making position and their spouses.

- ***Strategy in Marketing Guidelines**—D. Bruce Merrifield, Marketing & Management Consultant
- ***Management Personnel & Operations Guidelines**—D. Bruce Merrifield
- ***How to Reduce Taxes & Build Wealth**—Jack Saunders, Dean Witter Reynolds
- ***The Electronic Paper Distributor of Tomorrow**—Distributor/Supplier discussion group.

Space is limited to 35. You must register by March 3, 1986

ADMIT

March 20-23, 1986
The Registry Resort
Scottsdale, Arizona

Contact:
Bruce H. Linden
Education & Training Department
516-829-3070

The U.S. Paper Distribution Industry— A Financial, Economic, and Market Analysis

NPTA has devoted a major effort to create a totally new, up-to-date and comprehensive study of the U.S. paper distribution industry today. The report brings together only the most pertinent information about merchant wholesalers of industrial and personal service paper and printing and writing paper.

A wealth of new government data was recently released by the U.S. Census Bureau's Census of Wholesale Trade. NPTA has combined this economic data with its own results of annual industry financial surveys, computerization trend reports, commodity and customer class market segment information, trends and strategies identified by consultants and special research projects, merger activity and more to create a total picture of the paper distribution industry. No other publication exists, to our knowledge, that covers the industry's structure, concerns and opportunities as thoroughly.

Paper Merchants will find *The Paper Distribution Industry: A Market Research Data Source*, invaluable for measuring their growth versus the industry, their share of the market, their financial performance versus industry yardsticks, etc. The report can be used as a strategic marketing, forecasting and planning tool. Sales rep potentials and personnel productivity can also be measured.

Suppliers/Mills will be able to gain a better understanding of merchants' problems, potential and nature.

Industry Consultants/Analysts will find all the information they need to evaluate this business from an objective viewpoint.

Table of Contents

Following are the areas covered by the report:

Introduction and Scope of the Study

Chapter 1: The Importance and Value of Market Research in the Paper Distribution Industry

Chapter 2: Market Trends and Developments, Growth and Future Outlook

Chapter 3: Industry Computerization

Chapter 4: The Wholesale Market for Printing and Writing (Fine) Paper Products

Chapter 5: The Wholesale Market for Industrial and Personal Service (Coarse) Paper Products

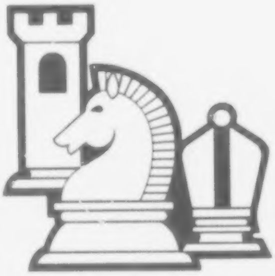
Chapter 6: The Dual Wholesale Paper Merchant and His Markets

Chapter 7: Industry Merger and Acquisition Activity

Chapter 8: Appendix and Reference Bibliographies

—Bibliography of Paper Distribution Publications

—Bibliography of Distribution Consultants



Major Highlights of the Report

SIZE OF THE MARKET

Printing and Writing Paper

Sales (by merchant wholesalers only) were estimated to total $9.30 billion in 1982, $10.65 billion in 1983 and $13.25 billion by 1984. From 1982-84, it is estimated that the market grew at a 21.2% average yearly rate. From 1977-84 the rate of growth was 18.2%. There were 1,541 establishments or locations operating in 1982, versus 1,123 in 1977. These locations were operated by 1,075 companies, 80% of which had sales under $5 million.

Industrial and Personal Service Paper

Sales by these merchant wholesalers totaled an estimated $9.17 billion in 1982, $9.93 billion in 1983 and $11.12 billion by 1984. From 1982-84, it is estimated that the market grew at a 10.6% average annual rate. From 1977-84, the rate was 13.9%. There were 3,410 establishments operating in 1982, versus 3,003 in 1977. These locations were operated by 2,982 companies, 83% of which had sales under $5 million.

MAJOR MARKET SEGMENTS

Printing and Writing Paper

Total business papers and commercial printing paper grades typically account for about 57% of total sales of the printing paper merchant's business, with 35% in coated papers, 24% in uncoated book grades and 17% in bond and writing papers. Commercial printers are the most important end-users to this group, at 58% of total sales in 1984—rising since 1981. Other end-users include: in-plant printers (11.7% of total sales), quick copiers (6.2%), business form manufacturers (5.2%), book publishers (4.3%) and government agencies (6.1%).

An alternative marketing strategy is the growing number of "cash and carry" outlets. As of 1983, there were at least 250 such operations in existence nationwide. The average store generated $1.1 million in sales during 1984, with a 16% sales increase over the prior year. Gross margins averaged 23.3%. Over two-thirds of the outlets were manned by two employees or less.

Industrial and Personal Service Paper

The largest market segment is in industrial packaging supplies and equipment—46% of total sales of the industrial paper merchant in 1984. Also, food service disposables has been a strong growth area, from 11% of total sales in 1981 to 19% by 1984. Janitorial supplies has also moved up from 7.4% to 10% for this group. Sanitary papers typically represent 18.5% of sales.

TOP SEVEN STATES: PRINTING AND WRITING PAPER

	1982 Sales	Percent of Market		Estimated 1984 Sales
	($Million)	1977	1982	($Million)
NY	$2,515	25.5%	25.6%	$3,392
CA	1,009	14.2	10.3	1,365
IL	768	8.7	7.8	1,034
OH	499	6.7	5.1	676
PA	432	5.8	4.4	583
TX	423	3.2	4.3	570
MI	331	3.5	3.4	451

TOP SEVEN STATES: INDUSTRIAL AND PERSONAL SERVICE PAPER

	1982 Sales	Percent of Market		Estimated 1984 Sales
	($Millions)	1977	1982	($Millions)
NY	$1,135	15.1%	12.5%	$1,390
CA	1,018	10.8	11.2	1,245
IL	939	7.2	10.3	1,145
NJ	622	6.5	6.8	756
FL	440	3.2	4.8	534
TX	437	4.7	4.8	534
OH	405	4.5	4.4	489

The biggest end-user sector is industrial manufacturers—34% of sales. The second largest customer is the retailer, with 18% of sales.

Food service and fast food outlets account for about 12% of sales and appear to be more important to smaller merchants. Other end-users include health care institutions (7%), public institutions (6.5%), and other service industries (5.5%).

COMPANY SHARE OF MARKET

Printing Paper

The 50 largest firms operated only 27% of all locations, but captured 76% of total *sales* in 1982, according to the U.S. Commerce Department's report released a few months ago. The top four paper merchants accounted for 29%, the top eight—41%, the top 20—60%. Companies in the $100 million range accounted for $5.38 billion of the $9.30 billion of total sales. There were 17 such firms in 1982 and their sales per location averaged $18.19 million. Firms in the $50-100 million range accounted for $906 million. There were 14 of this size firm, with average sales per location of $15.36 million.

Industrial Paper

The 50 largest firms operated only 8.3% of all locations, yet captured 31% of total merchant *sales* in 1982. The industrial paper market is less concentrated than printing paper. There were seven firms in the $100 million range in 1982 and eight in the $50-100 million class. There are more smaller-sized industrial merchants than printing paper, that individually capture a smaller share of the total market.

GEOGRAPHIC TRENDS: THE TOP STATES AND CITIES

Printing Paper: The Top States

The top seven states in the country as a group *lost* market share between 1977 and 1982. Together, they accounted for 61% of total printing and writing paper sales by merchants in 1982, compared to nearly 68% in 1977. The table shows their 1982 sales, share of the total market for 1977 and 1982, and estimated sales for 1984.

Five of the seven top states *lost* market share during this five-year period—only Texas and New York increased their share of sales. Three states that grew faster than the country as a whole were New Jersey (a 32.2% average yearly sales increase from 1977-82), Texas (25.7%), and Maryland (21.8%).

Industrial Paper: The Top States

The top seven states in the nation as a group *gained* market share slightly from 1977-82. Together, they represented almost 55% of total U.S. sales in 1982, compared to 52% in 1977. The table shows their sales, market shares, and 1984 estimates.

Five of the seven top states gained market share between 1977 and 1982. Only New York and Ohio lost share of market.

Five states that outpaced the average yearly U.S. rate of growth in sales from 1977–82 included: Minnesota (32.8%), Florida (28.3%), Illinois (26.5%), Arizona (23.5%) and Michigan (21.3%).

SMSAs: The Top Cities

The top cities, or "SMSAs" (Standard Metropolitan Statistical Areas), in terms of dollar sales volume for 1982 are listed below, as well as those growing faster than the nation overall.

INDUSTRY COMPUTERIZATION

Based on a 1984 industry survey by NPTA, the following are some major findings related to the computerization of paper merchant operations.

- 89% of paper merchants have computerized functions—77% use their own systems and 12% use service bureaus.
- Billing (accounts receivable/payable) is the most commonly computerized task, followed closely by inventory management, and sales/marketing reports.
- Most paper merchants spend less than 1% of net sales on EDP expenses, but the largest companies spend significantly more on data processing due to multi-branch communications systems needed. 47% of merchants expected EDP budgets to have increased 5% or more in 1985.
- 60% of merchants were planning to buy new hardware during 1985, including system upgrades, memory expansion, and system refinements.
- IBM is the computer brand used by most merchants (29%), followed by Qantel (12%), Burroughs (9%), and MAI (Basic Four—8%).
- Electronic Data Interchange and Bar Coding are in developmental stages for a small number of merchants. Work is being done to link merchants via computer to their best customers. Supplier-merchant communications, spurred by the major paper mills, is further along in development.

SMSAs: PRINTING AND WRITING PAPER

The Largest ($Millions)		The Fastest-Growing (Avg. Yearly % Change In Sales: 1977–82)	
New York, NY	$2,371	Nassau-Suffolk, NY	19.4%
Los Angeles—Long Beach, CA	629	New York, NY	14.0
Chicago, IL	569*	Philadelphia, PA	12.5
Philadelphia, PA	304	(U.S. Average = 13.7%)	
San Francisco—Oakland, CA	265		
Boston, MA	230*		
Minneapolis—St. Paul, MN	192*		
Dallas-Ft. Worth, TX	185*		
*Estimated			

SMSAs: INDUSTRIAL AND PERSONAL SERVICE PAPER

The Largest ($Millions)		The Fastest-Growing (Avg. Yearly % Change In Sales: 1977–82)	
Chicago, IL	$836*	Dalls-Ft. Worth, TX	67.4%
New York, NY	776	Tampa-St. Petersburg, FL	35.1
Los Angeles—Long Beach, CA	454	Anaheim—Santa Ana-Garden Grove, CA	24.2
Dallas-Ft. Worth, TX	297	Newark, NJ	17.4
Philadelphia, PA	270	Los Angeles-Long Beach, CA	15.0
Newark, NJ	238	Cincinnati, OH	12.6
Boston, MA	218*	Columbus, OH	12.2
Nassau-Suffolk, NY	168	St. Louis, MO	10.6
Atlanta, Ga	155*	Memphis, TN	9.1
Miami, FL	151*		
*Estimated		(U.S. Average = 12.4%)	

A more detailed brochure on *The Paper Distribution Industry: A Market Research Data Source* may be obtained by writing or calling NPTA, 111 Great Neck Road, Great Neck, NY 11021, 516-829-3070.

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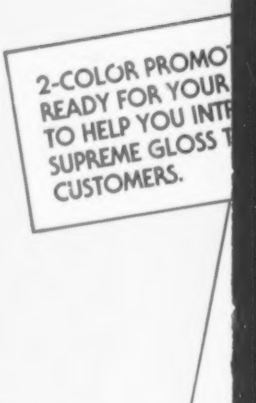

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At JB Papers, Excellence is Spelled P-A-R

by Herb Brownett
Director of Finance
and Administration
JB Papers,
Union, NJ

Much has been said and written lately about achieving "excellence" in business. Just about everyone would agree that it is a worthy objective, but just like any objective you must have a way to measure achievement. That is what this article is about, measuring the achievement of "excellence" in paper distribution.

Ask any paper merchant what his company objective is (i.e. definition of "excellence") and you will likely get an answer that sounds like this: "Why at XYZ Paper we want to be a high growth, high service, low cost distributor." Great! So how do you know if you have achieved this or are at least progressing toward it? High and low relative to what? The answer is simple: high growth, high service, low cost *relative* to the other companies in your business—*your* competitors.

Now for the good news. The NPTA provides us with a wonderful tool for measuring our "excellence," the Performance Analysis Report (PAR). You say: "Oh yeah, the PAR report. That little book with all the numbers, statistics and graphs that I got last spring and keep on the credenza under all the old magazines, right?" Wrong! Same book, but at JB Papers every member of top management has a copy at his fingertips and it is used to run the business day in and day out. This commitment comes from the very top of the company and has become part of the culture. Using key PAR results *is* how we measure "excellence" at JB Papers. Our continuous goal is to be in the Region 2 upper quartile in the following statistics:

- Net Profit Before Tax as % Net Worth
- % Sales Change Over Prior Year
- Gross Margin %
- Operating Expenses as % Gross Profit
- Personnel Productivity Index
- Turn and Earn Index
- Gross Margin Return on Average Month's Receivables

Herb Brownett

Measuring Excellence

You may say at this point that many aspects of "excellence' are qualitative and cannot be measured quantitatively. Such things as the quality of sales and order desk people, inventory service levels, and shipping accuracy as examples, cannot be monitored day-to-day via PAR-type statistics and should be monitored by other means. You better believe, however, that over time they translate into PAR statistics like sales growth, trading margins and cost percentages. Herein lies the heart of the matter. The qualitative factors drive the numbers; analysis of your numbers relative to your competitor's numbers targets those qualitative things that you need to improve.

We specifically use the PAR report at JB Papers in three ways: annual analysis of results, operating decisions and annual planning. It starts with annual analysis. When the PAR report for the previous year arrives, all our top managers receive a copy and are given a week to study it. Then we have a meeting on a Saturday (no phones, no operating demands) and go through the results item by item. For just about every statistic, we ask ourselves: Is it relevant to us? What does it mean? Does it reflect a strength, a weakness? What can we do to improve? Did we improve from last year? and so on. If we do not finish in one day, we come back the next Saturday and continue.

We concentrate primarily on the items mentioned above as company objectives. I will admit that we pass over many items as not relevant. We do not look at any LIFO-based data or financial structure-leverage-type data too much. In both cases, we feel that analysis will not lead to any significant changes. Within specific statistical items, we concentrate on our region's data, because that is our direct competition, and the high ROTA group because they are the "excellent" companies. In general, we are trying to identify weaknesses and opportunities to improve.

Using the PAR Data

During the year, we continually refer to the PAR with respect to operating decisions and results. We always take a hard look at personnel productivity data whenever we are considering adding people. Recently, after several years of very high sales growth, we felt we needed to add personnel, but were not sure how many. We reviewed gross profit per person, number of orders per person, and number of salesman per person for the sales service category under various scenarios versus Region 2 and high ROTA PAR data. The results were implemented and we seemed to have improved our service level without imbalancing our cost structure.

Another people-related use of PAR data occurred during our last labor union negotiations. The union proposed increases that were a continuation of the percentages given during the high inflation of several years ago. Our review of PAR data showed that our people's productivity had not kept up with their salary increases and we proposed a significantly lower increase than had traditionally been given. We even went so far as to present the PAR data to the union representative and the rank and file to show them that they were better paid and less productive than our competitors. We eventually settled on a lower increase. Following the use of these measures in negotiations, we now use them as approximate productivity standards for warehouse workers and drivers.

We are currently working on revising our sales commission system to better focus the salesmen on gross trading margins and order size. In doing so, we are very concerned about being fair with the salesmen, but not giving away the ranch. We have used PAR data relative to outside sales pay, benefits and expenses to make sure that our new system is competitive to attract and retain good people, yet not out of line cost-wise.

In all these people-compensation issues, we place great emphasis on the Personnel Productivity Index. This index, which compares the gross profit generated per employee to the average compensation paid, is invaluable in evaluating the trade-off of the cost of good people versus their contribution. Our company objective is to hire better people at higher pay and get more out of them. We feel strongly that this is an excellent strategy, but obviously you must keep the productivity in focus or you could just end up with higher paid people.

Special Applications

We frequently find PAR data useful in nonrecurring special analyses. For example, due to the previously mentioned sales growth, we have totally outgrown our existing warehouse space. In investigating moving or adding on, we ran into the classic dilemma of how much space was enough. Once again, we turned to the PAR. Using the sales per cubic foot statistic, we were able to project the space requirements under various sales growth assumptions.

In the asset management area, the PAR contains useful data that extends beyond the accounts receivable average days outstanding and inventory turns data that is otherwise readily available. We find the inventory "turn and earn" index and the gross margin return on average month's receivable to be very useful because these take into account the gross profit percentage trade-off from stocking levels and credit extension. In other words, if you stock deep or grant special credit terms, you ought to earn a higher gross trading margin as compensation. These indexes, which are the inventory and receivable turns times gross profit percent, evaluate if this in fact takes place.

Finally, once the plan numbers for the next year are complete, we evaluate them in terms of the key objectives mentioned above. If any of the planned PAR statistics are out of line with the previous year's industry results we reevaluate the applicable plan actions. We may or may not change them, but at least we know up front if plan actions are going to diminish our PAR results.

PAR is Easy to Use

I would like to say a brief word here about using the PAR report in general. It tends by nature to be an overwhelming and intimidating document. Don't let this turn you off. It is very easy to find the important data. I go through my books and highlight key statistics with marking pens. If certain statistics are not useful, I scratch them out or even rip out the page. I write comments next to items and draw arrows between related items. I think if you view it as a *workbook* instead of some sort of sacred document it is much more useful.

As you can see, the PAR report is an integral part of management at JB Papers. JB Chairman, Bernie Bloom, has stated on more than one occasion that the PAR report alone justifies the cost of NPTA membership. I would encourage all members to participate in the PAR, to get it and use it. I am sure you will find it an invaluable tool for achieving "excellence."

Ochsner Discusses Industry Training Needs

A company's ultimate business weapon is its people. Anticipating changes in the way businesses are run and the impact of today's technology on tomorrow's business management, firms must determine how to better their human resources. Pivotal to this is the importance merchants place on their training. A sound investment in training at all levels (for companies of all sizes) enables an organization to tap its reservoir of human potential.

William G. Ochsner

The NPTA Education and Training Department set its goals and objectives through the input of its advisory committee of industry experts. Recently appointed as the committee's new chairman who will serve a two-year term, Bill Ochsner outlined his views on educational programming.

Bill is a native of Minnesota who moved to Omaha in 1969. For 10 years, he was a partner in a word processing distributorship, retailing and wholesaling in Iowa and Nebraska. In 1979, he purchased National Paper Company, an industrial paper merchant house in Omaha. Since that time, the product line has expanded and, in 1984, the company built a new warehouse in West Omaha. In addition to its other operations, National Paper Company has paper outlet stores, which were started in 1983.

MN: How can training improve our industry?

Ochsner: The quality and profitability of our businesses are directly related to the capabilities of our people. The skills required to function in all the areas of our business have increased dramatically in the past five years. Warehouse operations are now considerably more sophisticated and delivery is getting much more automated to become more efficient. On the inside, we have seen a complete computerization of our industry which has created new skilled positions and eliminated clerical positions. Telemarketing has come on like "gangbusters," and we are seeing many innovative efforts in modifying the traditional role of the outside salesperson. With gross trading margins declining and sales volume somewhat stagnant, managers and CEO's are under considerable stress to produce profits at acceptable levels. Needless to say, I think training is now more necessary than ever.

MN: Today, the means of achieving efficient management and productivity is different from the past, in your view, through training, how do you see the industry changing to meet these new needs?

Ochsner: The paper industry from both supply and distribution levels has had little use for formal training in the past. In 1979 when I came into this industry, I was amazed at the lack of training programs and particularly of trained marketing personnel. The industry was full of "good ol' boys." The training was done "OJT." The industry is now changing because it is being forced to change by higher fixed and variable costs, lower gross trading margins, slower sales growth rates, and competition from new sources. These have all created a tremendous demand for higher productivity from all personnel through increasing individual skills. The new NPTA has certainly been timely in recognizing the necessity of offering skilled training to its membership.

MN: How do you know your own training works?

Ochsner: Obviously in training some positions, particularly administration, it is easy to witness whether someone has learned the required skills. The job concern is management training such as people skills, motivational skills, leadership training, selling skills, etc. because these results are very difficult to judge in a measurable fashion. Hopefully, all of the people associated with training will provide the yardsticks by which training efforts can be better measured in the future.

MN: There are three categories of skills any successful distributor must address: technical and specialized knowledge, people, organizational development. Of these three, which do you feel are the most significant areas of training that merchants will require in the next few years?

Ochsner: Technical and Specialized Knowledge:

- Financial analysis in addition to the PAR report will continue to be of great importance as we need to keep using our assets in a more efficient manner.
- Computerization and communication systems are becoming more important.

I think that facsimile machines, remote terminals, etc. have a lot to offer us and our customers. Telemarketing is in its infancy and needs constant attention.

People:

The personnel section certainly is getting a lot of attention because management is finding it is easier to train people that have an aptitude for learning. A past emphasis on experience will be minimized. We need people that can learn and we are going to need personnel evaluation techniques that get us those people.

Organizational Development:

I think we are finding that there will be a change in emphasis within distribution. Traditionally, we have let sales dictate the growth of the company, gross trading margins, what products will be stocked in the warehouse, etc. I think there will be a change towards increasing the importance of the financial advisor to determine what is best to do with the available financial resources. Also, I think that the sales and marketing function will be significantly restructured, particularly the role of the outside salesperson from that of an independent resource to part of a sales team. These things can't happen without a tremendous amount of training and re-training.

MN: What do you see as being the main ingredients of success to any training program?

Ochsner: Upper management must make a formal statement that they will be expecting greater productivity from all employees. With that commitment, the employees will be given the tools and training to get the job done. Productivity is the key, and everyone today understands what that means. After management approval, whatever program is selected for whatever area, the program must have written objectives with the ability to test results at any given time. One seminar, one video tape, or one of anything won't get the job done. As we all found out when we were getting our formal education, learning is a long term process and much of what we learn is easily forgotten.

MN: An economical and profitable way of training a management team or sales force is through an inhouse program. Which topics and delivery systems would be of greatest interest to both the small as well as large distributor?

Ochsner: Inhouse training is, in my opinion, not only the most effective way of training, but also the lowest cost and I think that is where we need to place our emphasis. We need to offer our membership several choices. I would like to emphasize that we also need coordination and consistency from one program to another. Here are some ideas that we will be exploring. 1. Publish a list of consultants who will work inhouse and offer a long-term commitment to our industry. We don't need short-term consultants because we don't have any short-term distributors. These consultants need to cover a broad range of topics, including such areas as operations, computerization, collections and the total marketing functions.

Our company has just finished its first four day marketing audit by an outside consultant and it is the best money we have spent in a long time. We plan on using this consultant on an ongoing basis much as we use other professionals on an ongoing basis. I think this is essential for success. 2. We know we will be offering more video programs. 3. We are talking about offering correspondence courses that could possibly be coordinated through our university program and/or through some of our present consultants that are conducting our seminars. 4. Hopefully, someday NPTA can have its own fulltime staff trainer to work in the field with the membership. The Xerox Programs are still very good. 5. Our one-day drive to seminars will become more popular as a low cost means of offering training to an even broader segment of the membership. If we can eliminate expensive air travel, we can cut the cost for our one-day seminars more than 50%. 6. There are a lot of excellent publications available that we need to do a better job of marketing to the membership. We need to get our managers to read more.

MN: What role do you see video playing in inhouse training?

Ochsner: Video potentially is the best tool ever for inhouse training. It is a wonderful training tool, particularly in role playing and also in education will all the prerecorded material that is available. The same reluctance to go with computers is there in video and that is a lack of fa-

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miliarity and commitment. The enthusiasm of those using it is extremely high. I think it is only a matter of time before it really becomes significant.

MN: It is critical to have some mechanism to guarantee effective return on the investment in training. As a CEO, how can you guarantee that your own people will apply what they've learned in training on the job?

Ochsner: If CEO's don't make the commitment to implementation in training, they are wasting a lot of money and getting very little results. CEO's simply can't send a subordinate to a seminar with no prior thought to implementation of the subject matter. They must demand a method of reporting that will allow them to make a decision whether to implement or not. NPTA and its consultants also must do a better job of defining and measuring what the individual training program is to accomplish. We need more work in this area.

MN: If the CEO is committed to new technologies, but lacks the same enthusiasm for training, what can mid-management do to increase their skills?

Ochsner: If the CEO lacks enthusiasm, but will allow management to expend company funds, then hopefully someone in the company can be found to perform the leadership role that is missing. At the very worst scenario, there are a lot of inexpensive publications that we offer that would help them a lot. Many of our public universities are now, through their continuing education departments, offering education and training subjects to their corporate citizens. Many of these courses are pretty good even though they might not relate directly to the paper industry.

MN: How do you view your own role as chairman of the Education and Training Committee?

Ochsner: Our role is to give the membership value for their expense. Our committee must bring our membership the latest in ideas and techniques through many media at the lowest cost possible. The tough part is knowing what the memberships' desires really are. I wish the membership would be more vocal about what they want. Not withstanding this communication gap, we hope to offer a broad enough selection that will appeal to distributors of all sizes. NPTA has a commitment to excellence. The Education and Training Committee will be no exception to that commitment.

MN: What role can NPTA's Education and Training Department play in training people in the industry?

Ochsner: For the larger distributorships who have their own training departments, we can offer the trainer sessions and generally act as a consultant directing them to programs that appear to be the most effective. We should be their source of what are the most effective tools available. For the smaller distributorships, a full range of our services should be offered and utilized.

We should be able to offer them total training programs that can satisfy all of their needs. As the years go by, our department will have more pressure to offer the membership the tools it needs for our changing industry. I would like to see much closer cooperation on education and training with our sources of supply. If you really look at the big picture, we have mills who are spending thousands and distributors who are spending thousands with very little communication between the two. I would definitely like to see our manufacturers more involved with what we are doing.

MN: Thank you.

by William G. Ochsner
National Paper Company
Omaha, Nebraska

CHAIRMAN'S CORNER

Marketing With Feeling

To understand marketing in the all encompassing sense in our industry is to understand the very essence of our business. And there is a difference between understanding and an agreement of opinion. One facet of marketing is advertising and one piece of advertising is sampling. And, what two among us are in agreement about the best sample program?

Another facet of marketing is sales and part of that is compensation. And, what two among us are in agreement about the best sales compensation program?

One aspect of marketing that is common to us all is people. These people are our customers, our own people—their level of training and of product knowledge is our concern, but most importantly, their attitude.

What are we doing to help our people with their attitudinal behavior? Their attitudinal development? Are we addressing the whole person? Are we encouraging the better side of human nature, human performance? Are we marketing with feeling? With our hearts as well as our heads?

R W Abrams

Richard W. Abrams
NPTA Chairman

PAR—More Options Than Ever in 1986

A major service offered by NPTA to its paper distribution members is the Performance Analysis Report. It is an in-depth analysis of company productivity—and its free!

PAR (the Performance Analysis Report) has been the cornerstone of the National Paper Trade Association's research and statistics program since the first survey was conducted in 1936—50 years ago! The enthusiastic response to the program is ample evidence of the value of this financial analysis to paper merchants. Many members order the two and three-year "Trend PARs" to get a more long-term view of their performance.

Last year's 1985 survey of calendar year 1984 operations represented over $7 billion in sales by printing paper, industrial paper and dual merchants. Of all PAR reports produced, 44% were trend PARs. Response to the new, condensed SHORT PAR was also encouraging, and many time-saving Executive Summaries were ordered.

To refresh the memory of participating firms, new NPTA members, and those members who have not yet taken advantage of this valuable member service, the listing of key dates coming up over the next few months is included in this article.

FREE Member Reports and Services

All NPTA members who send a completed PAR questionnaire to Management Foresight will receive the following, FREE OF CHARGE:

- One-Year Standard PAR report (regular or short) customized for his company. Each participant is entitled to one corporate consolidated report and one branch or division report for each NPTA region for which a questionnaire is submitted (a $150 value per report).
- PAR Users Manual (for new participants).
- Copy(ies) of *Paper Merchant Performance* ($135 value each).
- Ongoing access throughout the year to detailed PAR statistics (industry financial ratio averages by: company size, NPTA region, ROTA—profitability group, etc.). Call the director of research.
- Note: Two and three-year Trend PARs are available at reasonable costs, as well as Executive Summaries and extra copies.

To supplement and enhance the value of the basic PAR report, Management Foresight works with NPTA by holding seminars on financial management (i.e. "Measuring Customer and Product Line Profitability"). In addition, MFI's cofounders Dr. Peter Mullins and Dr. Ron Foster are available for private, customized consulting sessions held at their headquarters in Columbus, Ohio; at NPTA members' premises, or at the annual convention. These one-on-one sessions are extremely valuable in interpreting company performance vis-a-vis the rest of the industry and leading to corrective actions and profit improvement.

The Association constantly strives to refine and improve the PAR program, making it more meaningful for all participants. The Management Information Committee of NPTA meets twice yearly to critically review the program to make it easier to participate.

Following are new developments for the 1986 program.

"PAR Season" Key Dates

End of January, 1986: PAR questionnaires (with confidential ID numbers) and related materials sent to all NPTA members.

February–March: Preparation of questionnaires by participants. Ongoing communication between NPTA director of research and merchants regarding options, types and cost of reports, deadlines, filing instructions, etc.

April 1: members complete questionnaires no later than April 1 and send to Management Foresight, Inc. (MFI) in Columbus, Ohio.

Mid-May: MFI processes data from questionnaires, creating database of industry average financial ratios by mid-May.

First Week of June: First PAR reports sent to NPTA members directly from MFI.

Third Week of June: Detailed information on PAR industry averages sent to NPTA by MFI, held at NPTA headquarters for use in *MN,* to answer member questions, etc.

Late June: Bulk of remaining PAR reports sent to NPTA members by MFI.

Early June: Preliminary Industry Performance Summary of PAR results published in feature article of *Management News.*

Mid-July: NPTA updates *Paper Merchant Performance* book, sends to all member headquarters and branch offices, FREE of cost and offers it for sale to industry suppliers.

Improvements in PAR for 1986

- Restructured Regions

NPTA *Region #4* was divided into two smaller geographic areas more relevant to merchants' trading areas. New Region #4 now includes the states: Ohio, Michigan, West Virginia, Kentucky. New *Region #8* includes: Wisconsin, Illinois, Indiana, and Missouri. A totally new *Region #9* (Pacific Northwest) was created, including the states: Alaska, Washington, Oregon and Idaho. These states were previously included in *Region #6*.

- Short PAR Option

A condensed, simpler version of the regular PAR questionnaire and report was introduced last year. This was developed due to demand from members who have limited staff and time, do not require the comprehensive detail of 300+ financial ratios, or who needed a simpler method of multiple branch reporting.

The Short PAR questionnaire only involves *three* pages of line items to fill out (versus 11 pages for the regular PAR), covering: income statement, partial balance sheet, order data and personnel information. An executive summary-type PAR is produced with about 45 key ratios spanning 25 pages or so.

Many participants have switched from the regular PAR to the Short PAR, and some use a combination of both. Merchants find it easier to use Short PAR forms for branch/divisional reporting as well, especially if 10 or more branch reports are desired.

- Clarification of Questionnaires

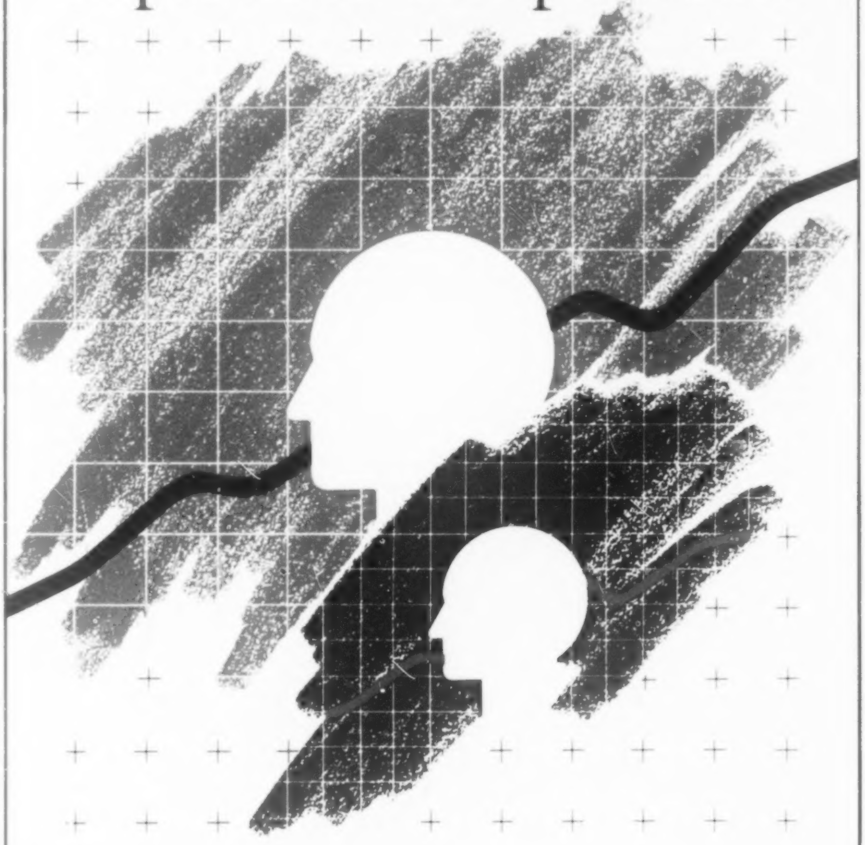
Survey forms have been refined wherever needed to make it easier to fill them out.

Remember!

- Participate in the program and get a free standard PAR(s).
- Send the questionnaire to MFI by April 1st.
- Consider the Short PAR alternative (if you have never participated before or even if you have).
- Call the director of research, John LaRosa, at: 516-829-3070 for more information.

Most importantly, participate because you want to improve your profitability and compare your performance with your peers. Your return on invested time will be well worth it.

Industrial Paper Sales Compensation



National Paper Trade Association, inc.
111 Great Neck Road
Great Neck, NY 11021

Please send me _____ copy(s) of **INDUSTRIAL PAPER SALES COMPENSATION** at $40.00 each plus $2.00 shipping and handling per copy.

☐ Check enclosed
☐ Bill my company

For International Mailing: $40.00 plus $4.00 shipping—please enclose check (all funds in U.S. dollars drawn on a U.S. bank)

Name __________ Title __________

Company __________

Street Address __________

City __________ State _____ Zip _____

NPTA University Training Programs for the Future

Educating and informing the paper industry is a major purpose of NPTA. In addition to its annual convention and exposition, NPTA sponsors a host of seminars and training programs designed to enhance the management and technical skills of paper industry people. Future industry leaders benefit from two important NPTA programs held at universities.

"The rate of change seems to be increasing in every direction from an industrial-based economy to an information-based economy. Those who take time to plan and put sufficient emphasis on education and training will be the leaders and the big winners."

This, according to Jay Church, president of Cincinnati Cordage and Paper Company, is the focus of the paper distribution industry's future. Two industry-wide programs, one management and one technical, are helping paper people prepare for the changes ahead.

Paper Distribution Management Program

Each May, a new group of managers in the paper distribution industry embark on one full week of training in the areas of financial and marketing management. Equipped with a solid background, participants return home to apply what they've learned on the job and work on a marketing project. This is the Paper Distribution Management Development Program held at Miami University in Oxford, OH.

In November, they return to gain the skills and proficiencies needed to manage themselves and others more effectively. Vice president of Commerce Papers, Craig Roberts noted that, "Week Two provided me with the tools to develop and strengthen my basic management skills. Specifically, I am now able to work more effectively as a manager, evaluate and direct my own performance and that of my subordinates better and enrich my verbal and non-verbal communications."

Ten industry managers completed their second week of intense training on November 15, 1985, and are the third graduating class of NPTA's highly acclaimed Paper Distribution Management Development Program. Robert Harris, treasurer of Richard Bauer and Company, Inc., summarized his thoughts on the two-week program, saying, "Not only did I learn to think about specific, different problems in our industry today, but was given the opportunity to learn how to do the thinking itself."

Miami University, one of the nation's leading business schools has proven to be an ideal training ground for the Association's program. The majority of the faculty have had significant business experience and many are involved in consulting for business in the United States and abroad. This year, eight nationally recognized professors provided customized instruction.

Developed for middle managers, the program provides instruction in the form of lectures, case studies, group interaction and video tape role playing. Each day participants are involved in a variety of learning formats, covering over 15 distinct topics. Each session provides in-depth, specialized training, presented by a faculty well-versed in wholesale paper distribution.

"Our programs attract people with experience in the industry," said Bruce H. Linden, NPTA director of education and training. "The program is really designed for those managers who want and need a formal review of both the

Jay Church, president, Cincinnati Cordage and Paper Co., Cincinnati, OH addresses both groups at graduation ceremony.

Graduating class of the NPTA Paper Distribution Management Development Program 1985. Front row (L-R): HARRY BROOKS—Assistant Dean of Miami University School of Business, BILL OCHSNER—President, National Paper Co., Omaha, NE, CRAIG ROBERTS—Commerce Paper, Toledo, OH, TOM REHRER, JR.—Fisher Brothers Paper, Ft. Wayne, IN, JAY CHURCH—President, Cincinnati Cordage and Paper Co., Cincinnati, OH. Middle row (L-R): LARRY GARDNER—Federal Paper, LaSalle, Quebec, GREG HULL—Hull Paper, Dayton, OH, RICK SCOTT—J. C. Scott Brothers, Scarborough, Ontario, ROBERT DRALLE—Dralle Paper, Waukesha, WI. Back row (L-R): TED THOMAS—Buntin Reid Paper, Mississauga, Ontario, ROBERT HARRIS—Richard Bauer & Co., New York, NY, STAN GAFNER—Century Papers, McAllen, TX, TERRY PAYNE—Nationwide Papers, Detroit, MI.

theory and practice of running a paper merchant operation." He went on to say that, "the program covers its subjects in detail and requires a management commitment to personnel development."

At the conclusion of the Paper Distribution Management Development Program industry managers are better able to:

- Understand the difference between marketing and sales
- Measure market potential
- Evaluate and develop company and divisional profitability
- Learn profit planning and control through the use of cost-volume profit analysis
- Establish a favorable climate for productivity improvement and employee growth
- Gain an in-depth understanding of planning and organizational goals
- Develop effective interpersonal communications
- Manage personal time and that of the company's more effectively and efficiently.

In evaluating the entire program, Terry Payne, manager of Nationwide Papers concluded, "I came away from Miami University with a reminder that management isn't a born talent, but a learned skill that must be refined. The program gave me the opportunity to see the impact of real-life situations, especially in the areas of performance appraisals, time management and effective leadership. The time was well spent and I am truly an advocate of the program."

Printech Week

In continuing its dedication to the educational advancement of employees at all levels of a merchant operation, NPTA held the second session of its highly successful *Printech Week* on November 5-10, 1985. Developed with the support of Rochester Institute of Technology (RIT) in Rochester, NY, this week-long program serves to give printing paper sales people and their managers a solid background in graphic arts technology. While the knowledge and hands-on press work is in-depth and intense, *Printech Week* does not attempt to make its participants printers, but strives to give them an understanding of their customers' business.

David S. Grayson, owner of American Fine Paper, summarizes the program: "As a paper distributor with a background in speciality papers, it was necessary for me to try to fill in the gaps in my experience before calling on printers. I wanted a course that would be comprehensive enough to cover all the printing

MANAGING SKILLS *Research indicates that "People Knowledge" is far more conductive to success than "Technical Knowledge," reports the National Paper Box and Packaging Association. Taken from a book by James Van Fleet, the following are seven supervisory mistakes often made in managing other people: 1. Trying to be liked rather than respected; 2. Failing to ask subordinates for their advice and help; 3. Failing to develop a sense of responsibility in subordinates; 4. Emphasizing rules rather than skills; 5. Failing to keep criticism constructive; 6. Not paying attention to employee gripes and complaints; 7. Failing to keep people informed. Work diligently at developing "People Knowledge," and you will become a more effective leader!*

---

processes, yet specific enough to relate measurable paper properties to the process. To do all this well was quite a challenge, and *Printech Week* handled it beautifully. It combined hands-on learning of the offset process with an understanding of the printer's needs in all the processes."

Under the direction of NPTA's Printing Paper Division Committee and the Education and Training Committee, RIT's Technical and Education Center developed a curriculum that would reflect the specific needs of paper sales people and their managers. The Institute's high caliber faculty and technical facilities, equipped with up-to-date presses and auxiliary instrumentation, proved itself to be the ideal location for the Association's *Printech Week* program.

Augmenting the week's instruction, was the opportunity afforded participants to work on RIT's presses and in their labs. Everyone had access to computerized typesetting systems, process cameras, color scanners, proofing systems, plate-making facilities for all major processes, a modern bindery lab, ink and paper testing labs, and one-and-four color presses for lithography, flexography, gravure, screen printing and a full web printing operation.

All participants gained experience in working in the center's many high tech labs. "There is nothing more rewarding than to see the fruits of your labor immortalized in print. The most educational part of *Printech Week* for me was the web offset demo. The hands-on experience was invaluable! As a mill rep, understanding how paper characteristics can be affected by varying press speeds, temperature, inks, color sequence, etc. is key to helping solve our customers' problems," noted Rita Mitjans, a sales representative of the International Paper Company.

To learn more about these high caliber programs and how you or your employees may be included, contact Bruce H. Linden, NPTA director of education and training, 516-829-3070.

NPTA students get hands-on graphic arts experience during Printech Week.

Printing Office and the JCP say it would be cost effective for the Air Force to contract their printing work to an outside printer.

Still, Republican Congressman from Montgomery, Bill Dickinson, supports the Air Force action. Dickinson, who has been a critic of government spending and wasteful military spending, has not approached this fight with the same zeal.

The Gunter AFB situation has become a critical issue because other agencies are awaiting the outcome. If the Air Force does buy the printing equipment despite JCP and GPO recommendations, the authority of the JCP and GPO in controlling federal printing could be undermined.

HOWARD PAPER WINS AD AWARD

Howard Paper Mills received the Award of Merit of the New York Art Directors Club for 1985, according to R.C. Finley, vice president of marketing of Howard Paper Mills. The winning entry was a magazine insert employing a pencil graphic, taking the instrument from the pristine glory of its unsharpened state to its chewed, eraserless stub. The headline states that, "An ad isn't great until you're...here." The ad has also been selected by the Art Directors Club for potential inclusion in a designer calendar.

PAPER USED FOR CATALOGS TO GROW

A recently completed study—"The Future of Catalog Marketing and Production through 1989"—projects that the current 2.2 million ton market of paper for catalogs will grow to almost 3 million tons by the end of the decade. The increase represents an annual growth rate in excess of 7%. Catalogs; in this 3,500 page, six-volume study, are defined as having at least 16 bound pages.

According to the study, coated grades of paper have accounted for about three-quarters of that share of 2.2 million tons, and the market share of coated grades is expected to increase slightly, indicating the thrust of catalogs to a higher quality and more prestigous image.

The study covers eight distinct segments of the catalog-using market, and in terms of forecasted tonnage growth, the three strongest will be retail merchandisers, specialty catalog mail-order firms, and manufacturers of industrial products. The project also features a database on over 4,000 catalogs. Information on the study is available from Strategic Futures, Inc. at 595 Madison Avenue, New York, NY 10022.

INDUSTRIAL PAPER

HAZARD COMMUNICATION AND THE DISTRIBUTOR

On November 25, 1985, the new federal regulation regarding chemical products and their distribution went into effect. The regulations will mean a great deal of extra work for merchants. The code of federal regulations primarily deals with manufacturing responsibilities, such as the addition of certain information relating to how hazards are to be treated on labels and the newly created "Material Safety Data Sheets" (MSDS), which must accompany all packaged chemicals. This is especially a concern for industrial merchants who package house brand chemical products.

The purpose of the new regulation is to ensure that the hazards of all chemicals produced or imported by chemical manufacturers or importers are evaluated and the information concerning their hazards are transmitted to affected employers and employees within the manufacturing sector. Specifically, this transmittal of information is to be accomplished through container labeling, employee training, material safety data sheets and other forms of warnings such as safety containers.

The new material safety data sheets must be obtained or developed for each hazardous chemical they produce or import and the MSDS must accompany every package of hazardous chemical.

In addition, the MSDS must be in English and contain, at least, the identity of the ingredients used on the label and, except as provided for in paragraph (f) of the section on trade secrets:

- If the hazardous chemical is a single substance, its chemical and common name(s).
- If the hazardous chemical is a mixture which has been tested as a whole to determine its hazards, the chemical and common name(s) of the ingredients which contribute to these known hazards, and the common name(s) of the mixture itself.
- If the hazardous chemical is a mixture which has not been tested as a whole.

In addition, when the bulk is broken down by a distributor, the merchant then takes on the responsibilities of the manufacturer and supply of the proper labeling "MSDS" for each package or container.

Chemical manufacturers or importers are required to assess the hazards of the chemicals which they produce or import. All employers in SIC codes 20 through 39 (Division D. Standard Industrial Classification Manual) must provide information to their employees about the hazard chemicals to which they are exposed, by means of a hazard communication program of labels, material safety data sheets, information and training, and other forms of warning. In addition, distributors must transmit the required information to customers in SIC Codes 20-39.

The regulation also addresses any chemical which is known to be present in the workplace in such a manner that employees may be exposed to it under normal conditions of use or in a foreseeable emergency.

Distribution problems might result due to the stipulation that the chemical manufacturer, importer, or distributor shall ensure that each container of hazardous chemicals leaving the workplace is labelled, tagged or marked with: the identity of the hazardous chemical(s); appropriate hazard warnings; and name and address of the chemical manufacturer, importer, or other responsible party.

PAPER MERCHANT SALES REPORT

NPTA Region	Sales Per Selling Day December 1985 - Compared To - December 1984	Sales Per Selling Day December 1985 - Compared To - November 1985	Sales Per Selling Day 1985 Year-to-Date - Compared To - 1984 Year-to-Date	Days Outstanding (Accounts and Notes) At Close of December 1984	1985	Calendar Day Cost* of Ending November Inventory 1984	1985
INDUSTRIAL							
1	− 3.0	− 3.2	+ 4.9	43	44	—	—
2	− 5.6	− 4.8	− 4.4	34	36	48	46
3	+ 4.3	− 1.9	− 2.0	38	41	54	59
4	+ 2.9	− 5.6	− 2.4	38	37	57	56
5	+ 1.1	− 1.7	+ 4.9	34	36	58	59
6	− 5.3	+ 9.5	†	38	46	—	—
7	− 3.5	+ 5.5	− 2.6	42	37	49	62
NY	− 1.3	− 8.8	+ 8.2	48	47	—	—
Chicago	+ 8.0	− 1.9	†	38	42	48	—
LA	− 9.7	− 1.4	− 3.5	51	51	38	63
US	**− 1.5**	**− 0.6**	**− 0.7**	41	41	51	57
PRINTING							
1	− 4.5	− 8.9	+ 2.9	51	52	—	58
2	− 2.9	− 6.7	+ 3.3	47	47	59	60
3	− 0.2	− 3.6	+ 6.1	44	41	72	76
4	− 6.1	−11.3	+ 1.6	45	46	64	65
5	+12.6	− 0.3	+ 0.7	39	45	72	76
6	− 5.9	+ 0.4	†	40	45	—	70
7	− 2.3	− 4.5	− 2.8	41	40	—	75
NY	− 2.8	+ 3.1	+ 1.6	41	44	—	—
Chicago	− 7.0	− 4.2	− 0.4	43	43	—	—
LA	+ 3.4	+ 2.0	+ 1.8	43	45	77	80
US	**− 1.2**	**− 3.4**	**+ 2.2**	45	45	68	69

*To calculate monthly inventory turnover, divide 365 calendar days by # of calendar days cost, e.g., 365/73 = 5.00x.

†Insufficient data to calculate valid statistic.

Region 1: CT, ME, MA, NH, RI & VT
Region 2: DE, DC, MD, NJ, NY & PA (excluding NY Metro)
Region 3: AL, FL, GA, NC, SC, TN & VA
Region 4: IL, IN, KY, MI, MO, OH, WV & WI (excluding Chicago Metro)
Region 5: CO, IA, KS, MN, MT, NE, ND, SD, WY
Region 6: AK, AZ, CA, HI, ID, NV, NM, OR, UT & WA (excluding LA Metro)
Region 7: AR, LA, MS, OK & TX
NY Metro: NY: New York City, Long Island and Westchester Co. NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic and Union
Chicago Metro: IL: City of Chicago and Cook, DuPage and Lake Cos. IN: Lake Co.
LA Metro: Cities: Los Angeles, and San Diego. Counties: Los Angeles, San Diego, Orange and Ventura (and neighboring parts of Riverside and San Bernadino)

Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding

The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

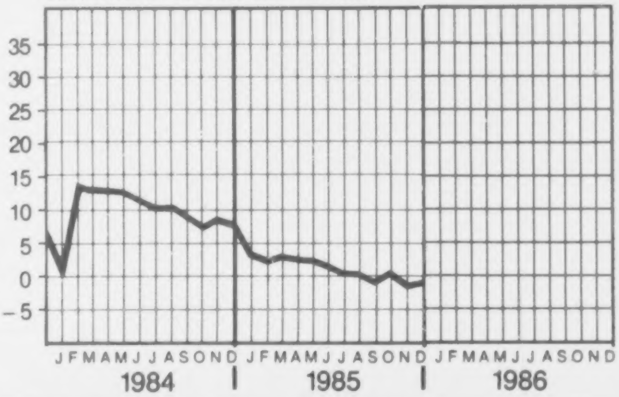
PAPER MERCHANT SALES REPORT

SUMMARY NATIONAL TREND INFORMATION: 1984 TO PRESENT

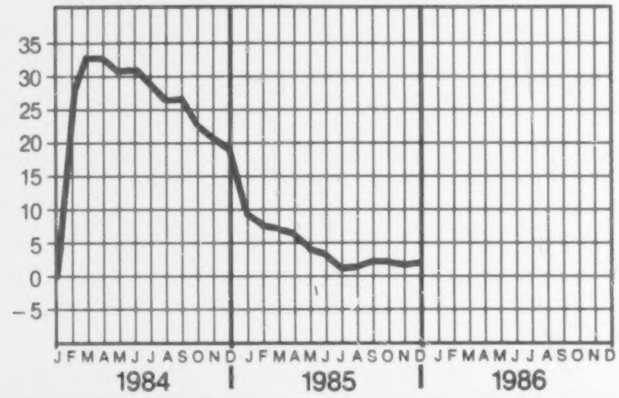
SALES INFORMATION

YEAR-TO-DATE SALES PER SELLING DAY AS A PERCENTAGE OF PREVIOUS YEAR'S YEAR-TO-DATE SALES PER SELLING DAY

INDUSTRIAL PAPER SALES NATIONALLY



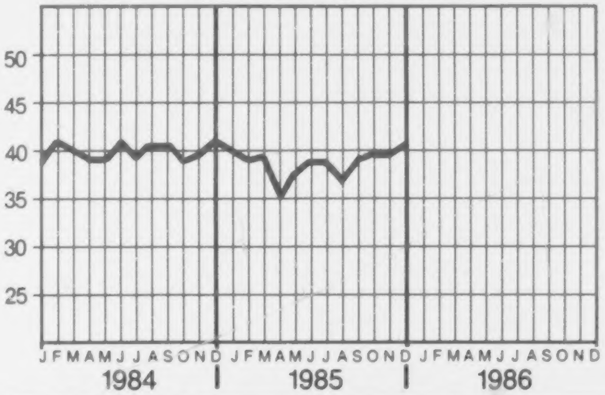
PRINTING PAPER SALES NATIONALLY



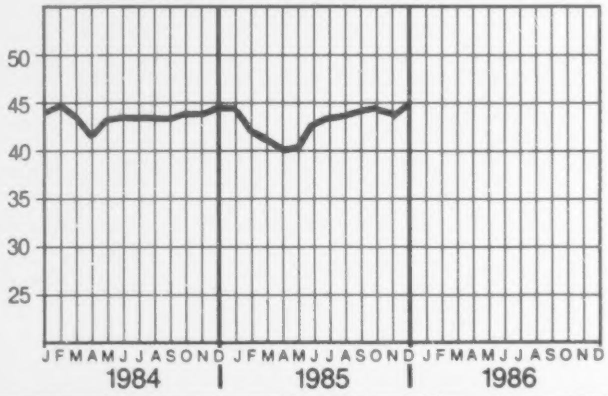
RECEIVABLES INFORMATION

DAYS OUTSTANDING—ACCOUNTS AND NOTES RECEIVABLE FROM PAPER SALES AT END OF EACH MONTH (IN CALENDAR DAYS)

INDUSTRIAL PAPER RECEIVABLES NATIONALLY



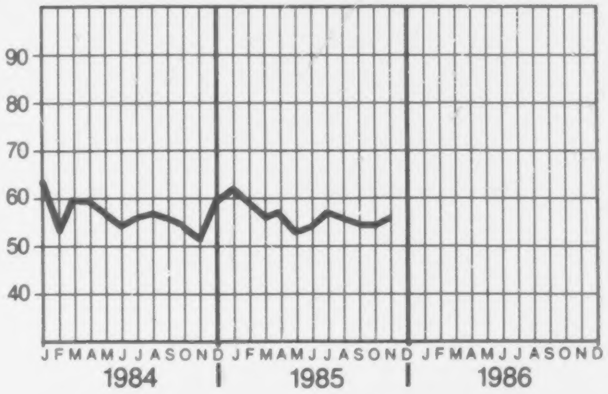
PRINTING PAPER RECEIVABLES NATIONALLY



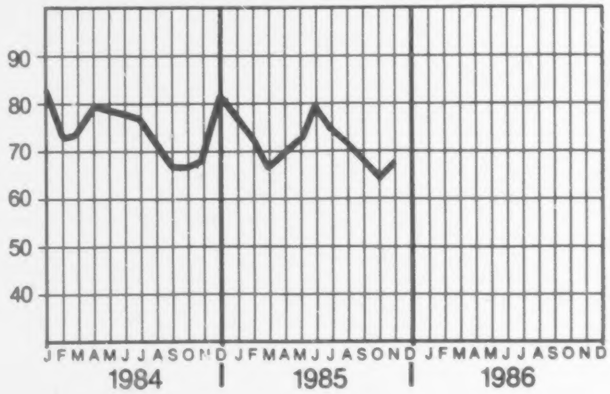
INVENTORY INFORMATION

CALENDAR DAYS COST OF ENDING MONTHLY INVENTORY (FIFO) (IN CALENDAR DAYS)

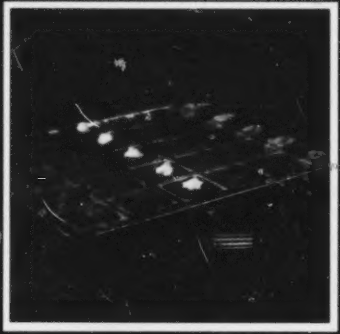
INDUSTRIAL PAPER INVENTORY NATIONALLY



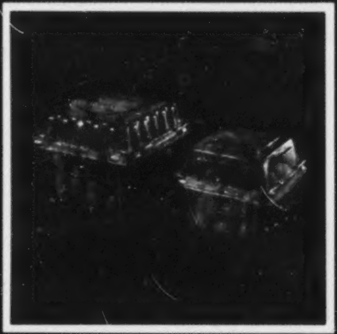
PRINTING PAPER INVENTORY NATIONALLY

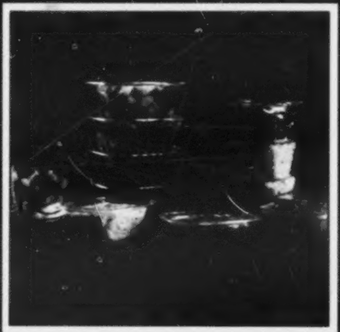


The secrets to the success of IVEX

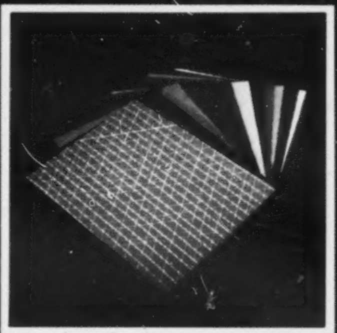

Offer vs Serve

Single face corrugated


Fresh-Pak pt. and qt.


Fresh-Pak Deli

VCI papers


Mill products

Shippers/Mailers

Vending/Catering

Masking/Cold Seal

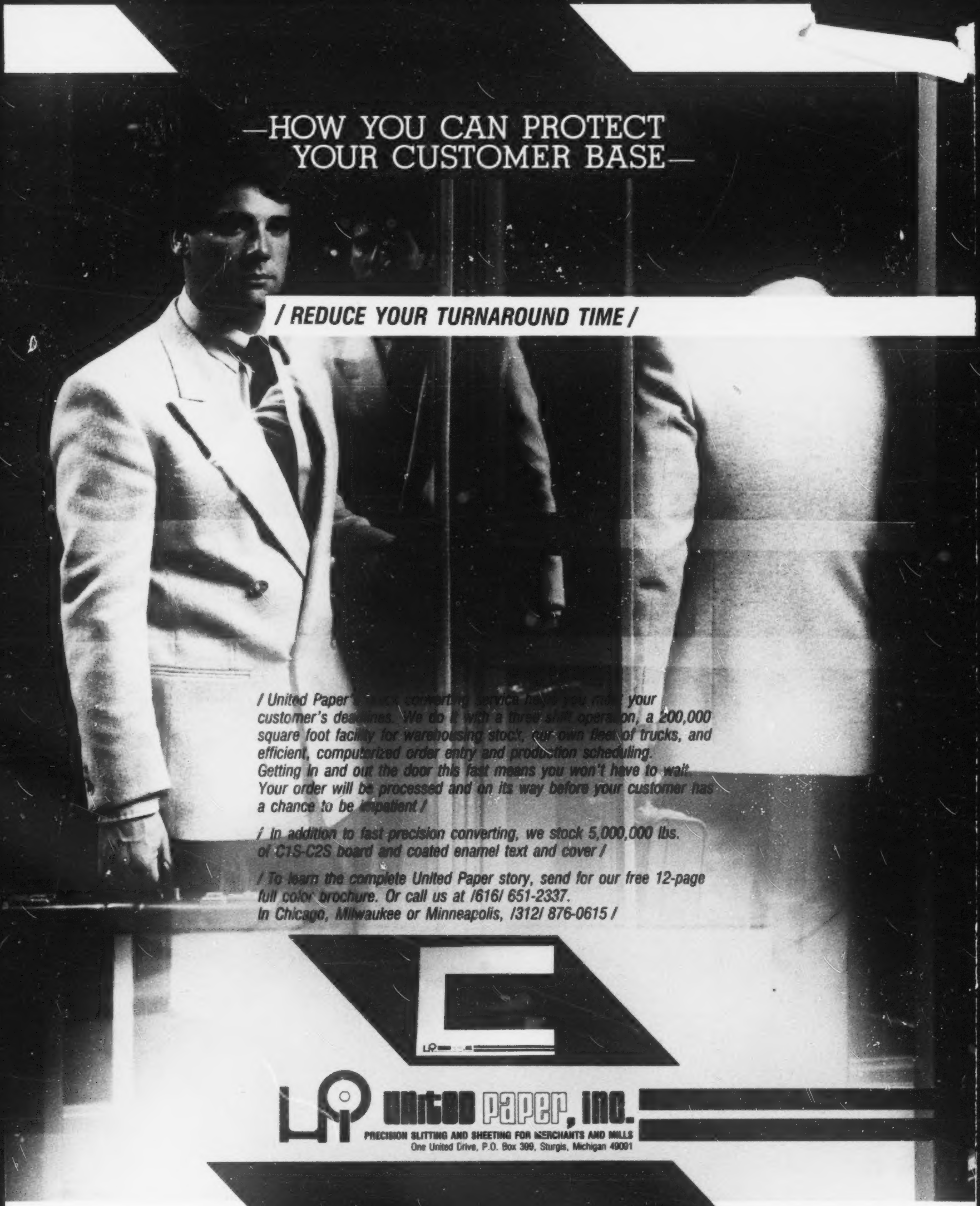
Distributors can combine delivery on many IVEX products for quantity pricing and faster inventory turns. The right combination — that's the secret!

IVEX Corporation is an international converter of paper and plastic, extruder of plastic sheet and manufacturer of recycled papers.

Discuss the right combination for you with your local IVEX representative.

IVEX

Symbol of Packaging Products



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One United Drive, P.O. Box 399, Sturgis, Michigan 49091

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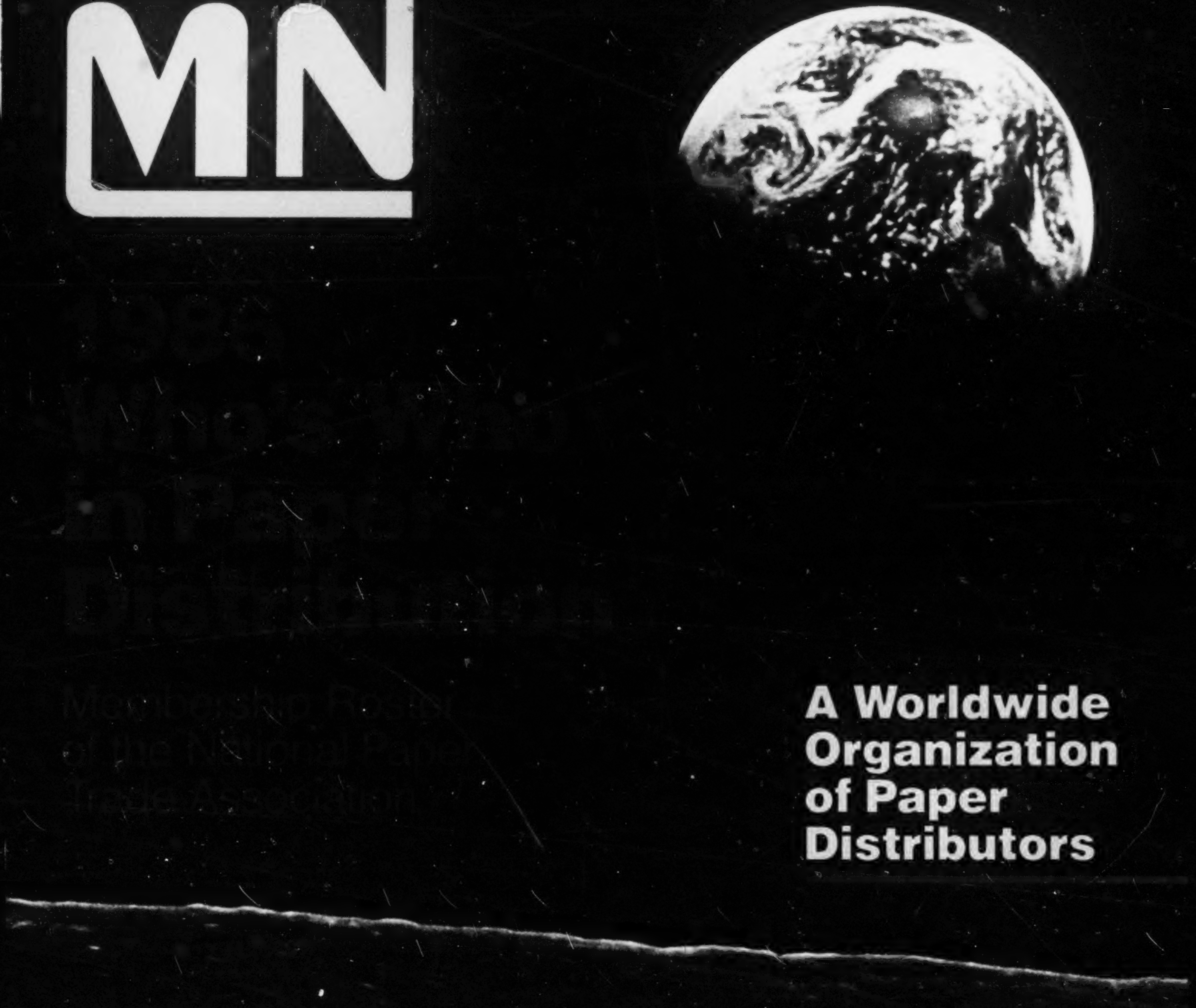
NPTA MANAGEMENT NEWS
MARCH 1986

MN

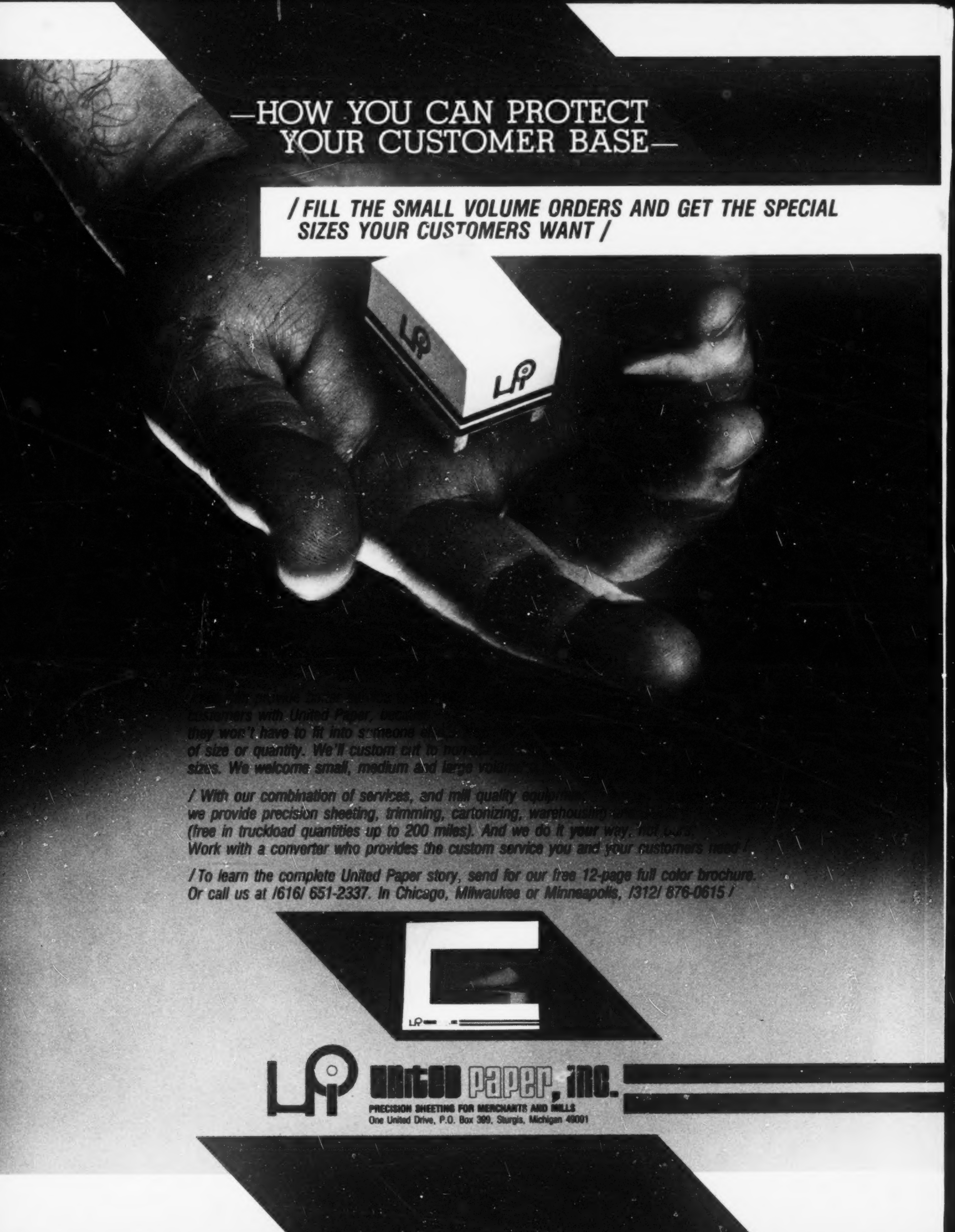


1986 Who's Who in Paper Distribution

Membership Roster
of the National Paper
Trade Association

A Worldwide Organization of Paper Distributors

MR. ED KIANKA
CONGRESSIONAL INFORMATION SVC
4520 EAST WEST HIGHWAY
BETHESDA, MD 20814



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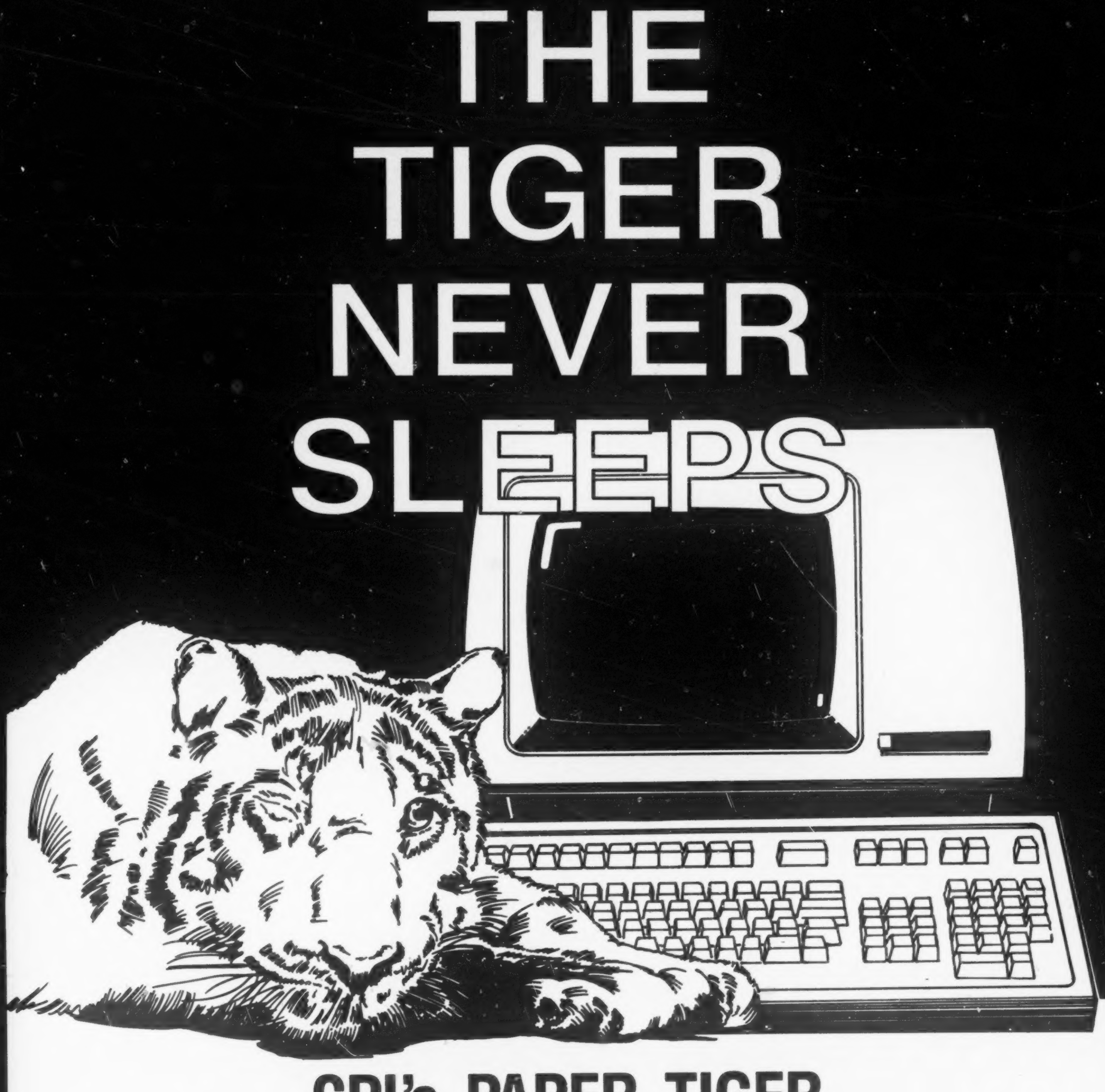

CPI's PAPER TIGER

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Paper Tiger is the result of thousands of hours of research into the specific operational requirements of the paper merchant. We first studied and addressed the unique inventory, cost, purchase, substitution and ***SALES/SERVICE*** data critical to the industry. Only then did ***CPI*** begin work on the software design we call ***Paper Tiger.***

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TYPE OF BUSINESS ____________________________

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Member companies of the National Paper Trade Association are listed in the "Who's Who in Paper Distribution" section of *MN*. The Association's membership has grown to include over 2,000 locations. The industry's leading companies, working through NPTA, have made the Association a "world-wide" organization representing the interests of all in the paper distribution community.

85 **Geographic Index of Paper Distributors**
For ease of use, a geographic index is included. This allows the user to find paper merchants by city and metropolitan area concentration.

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Cover Photo: National Aeronautics and Space Administration

STRATHMORE OFFERS TRAINING SUPPORT TO MERCHANTS

The Strathmore Paper company offers training support for merchants in the form of sales promotion seminars. Just recently, the company finished up one such seminar for merchant promotion specialists at the Strathmore Lodge in Russell, MA.

Seminar discussions ranged from the basics of sampling and labeling to methods of presenting paper and servicing the creative community.

"Strathmore's long years of experience in merchant promotion coupled with the fact that we do not bring in unnecessary outside speakers has proven to be a positive formula for organizing well-regarded, useful seminars," said Murray Grant, manager, advertising and sales promotion for Strathmore. "We cover the subjects ourselves in an in-depth manner and supplement that with substantial discussions within the group to complete the sessions."

MILTON CELEBRATES ANNIVERSARY WITH MOVE

The Milton Paper Co., which was established in 1916, is celebrating its 70th anniversary this year by moving into a new warehouse and office facility located in Long Island City, NY.

With the purchase of these new quarters, Milton has increased its cubic feet space. The one-story building will provide the company, which represents the major mills in the industry, room to grow.

"It is with confidence in the future of the graphic arts industry in the tristate area," said Stephen I. Rudin, the president of the company, "that the Milton Paper Company anticipates even greater growth and enhanced service to every facet of our industry."

EARLY RETIREMENT PROGRAM REDUCES POTLATCH WORKFORCE

This fall, Potlatch Corporation offered an early retirement program to 330 eligible employees as part of a major cost reduction and restructuring program. The company expects to pay $6.3 million to 173 salaried staff and operating employees who decided to take part in the program

WHAT WOULD YOU CALL A PRODUCT THAT DRAWS NEW BUSINESS FROM YOUR OLD CUSTOMERS?

which is aimed at reducing the company's workforce. Approximately 50% of the 173 retirements will result in permanent reductions in the force, according to Richard B. Madden, chairman and CEO of Potlatch.

The company expects to pay a total of $9 million in non-recurring charges before taxes for the fourth quarter of 1985.

THACKER MOVES TO A NEW FACILITY

In an effort to allow further expansion in the area of new products and improve the service level to distributors, the Thacker Container Company has moved to larger quarters—a 64,000 square foot facility. The new warehouse, located in Carrollton, TX, ships to all of Texas, New Mexico, Oklahoma, Louisiana, Tennessee, Missouri and Kansas. The Thacker Container Company sells its line of 1,200 packaging products through authorized distributors only and is the largest supplier of stock corrugated containers.

BARBER-ELLIS CHANGES NAME IN SOUTHWESTERN ONTARIO

In the Ontario and Maritime provinces, the merchant company known as Fine Papers London has changed its name to Barber-Ellis Fine Papers. The switch was made to better reflect the true image of the company and the major markets it serves.

On January 1, 1986 when the change went into effect, the company said that the new name will more accurately identify the primary products it supplies.

SUN CITIES PAPER GROUP ELECTS OFFICERS

Joseph Thomas, formerly of S.D. Warren Company, was reelected president of the Sun Cities Paper Group for 1986. Other officers reelected and their former affiliations are: Al Howells, Institute of Paper Chemistry, vice president; Ruth Jameson, Weyerhaeuser, treasurer, and Joan Luey, Boxboard R&D Association, calling committee chairman. John Lonberger, Gould Pumps, was elected program chairman, and Cliff Reppe, Hercules, Inc., membership committee chairman.

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Founded in 1973, the Sun Cities Paper Group is composed of current or former members of the paper industry in the manufacturing, converting, wholesaling or allied segments who reside in Sun City, Sun City West or surrounding environs in Arizona. Luncheons are held at noon on the second Saturday of each month (November-April, incl.) at the King's Inn in Sun City and new residents or visiting "paper men and women" are invited to attend.

UNISOURCE BREAKS GROUND FOR NEW WAREHOUSE

Unisource Phoenix recently held a ground breaking ceremony for a state-of-the-art warehouse that will maintain fine paper and industrial merchandise. The Alco paper distribution company announced that it hopes to move into the new 102,000 square-foot, high cube building by May 1, 1986.

Corporate president, R.A. "Pike" Peterson; southern region manager, Bob Burris; Phoenix Division vice president, J.E. "Kip" Kindregan and Arizona State Representative, Earl Wilcox were on hand for the ceremony.

THE PAPER FOUNDATION'S ENDOWED CHAIR PROGRAM GAINS SUPPORT

The Paper And Plastics Education Research (PAPER) Foundation created the "Endowed Chair" program at the University of North Florida in Jacksonville to help the paper distribution industry chart its course for the future. Once the endowment is in place, no other funds need be collected to support the research.

New donations have just been received from the Canadian Paper Trade Association and Balpex, a Canadian industrial distribution chain. The Foundation's goal is in sight and it is hoped that fundraising efforts will soon come to a close.

NOMINATIONS OPEN FOR NPTA VOLUNTEER LEADERS

The National Paper Trade Association announced that nominations are now

FUTURE HOME OF UNISOURCE/PHOENIX
unisou
AN ALCO PAPER DI

being accepted for election to the Association's board of directors and its standing committees. Nominating Committee chairman, Frank Viegas, will accept all nominations until April 15, 1986.

Those members interested in serving on the Association's board or on its important working committees, must send a letter and short biography to Frank Viegas at NPTA headquarters (111 Great Neck Road, Great Neck, NY 11021).

NEW FINANCIAL MANAGEMENT FIRM OPENS

Richard B. Lefcort Associates has recently begun offering management consulting services to businesses around the country. Located in Jacksonville, FL, the company's focus on financial management provides clients with business planning and analysis, financial systems review, merger/acquisition support and management assessment and search.

The company's founder, Dick Lefcort is the former vice president-finance and chief financial officer of Ryder Truck Lines and was vice president-planning and financial reporting at Unijax, Inc. He served Ryder and Unijax in various management capacities for the past 15 years. Both companies were affiliated as subsidiaries of I.U. International.

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INTERNATIONAL PAPER FEATURES CRONKITE

Veteran newspaperman and CBS-TV anchor, Walter Cronkite, applies his journalistic wisdom to the art of newspaper reading in the latest installment of International Paper Company's "Power of the Printed Word" campaign. The program is designed to help people read, write and communicate better.

In "How to Read a Newspaper," the latest of 15 articles in IP's Power of the Printed Word series, Cronkite describes ways that can help people read newspapers with greater comprehension and enjoyment. He emphasizes the benefits of the journalistic style which aid the reader in quickly scanning a newspaper.

The articles appear as advertisements reaching students and young adults in publications such as *Omni, Rolling Stone, Seventeen, Ebony*, etc. International Paper's campaign has covered a wide range of subjects, including writing, poetry, business correspondence and spelling. For more information or reprints of the articles, write to International Paper Company, 77 West 45 Street, Room 41-56, New York, NY 10036.

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of trade may result in an increase in the demand for U.S. pulp, paper and paperboard in 1986.

According to the American Paper Institute (API), this expected gain contrasts with the forces in 1985 which reduced the output of paper by 1.2%, paperboard by 2.5%, and chemical paper grade market pulp by 1.6%. The strong value of the dollar in the first quarter of 1985 depressed exports of paper products and encouraged American consumers to buy more imported paper. In addition, the growing net inflow of foreign-made packaged goods adversely affected U.S. paper and paperboard packaging.

"A weaker dollar could reduce the share of packaged goods provided by foreign producers which will improve the domestic demand for paperboard," said API's senior vice president and chief economist Norma Pace. Coupled with reduced tariffs in Japan and some other favorable developments overseas, the weaker dollar should increase U.S. exports and reduce imports, said Pace.

Throughout 1985, the U.S. paper industry worked at improving its manufacturing efficiency and cost competitiveness. Last year, the industry spent $8.5 billion for plant and equipment and, despite a decline in production of 1.8%, man-hour productivity in the paper industry held steady. In addition, purchased energy efficiency chalked up another significant gain—5.4%—and self-generated fuels now account for about 57% of the industry's total energy requirements.

During the past six years, the cost of paper and paperboard has increased at half the overall inflation rate of the nation reports API, putting the industry in a strong competitive position when compared with others. Foreign paper producers did not match this achievement.

PAPER MILLS REPORT YEAR-END RESULTS: A MIXED BAG

Paper mills have completed their year-end summaries and what they have found is worth reviewing. Most report that "it was a buyers' market for paperboard and pulp in '85" as Burnell R. Roberts, chairman and CEO of Mead said. His company reported 1985 net earnings of $93.5 million on sales of $2.7 billion. Although Mead's sales held steady from 1984 levels, earnings fell 33%.

Nekoosa had a similar experience. 1985 saw earnings drop 62% to $46.2 million from $119.9 million the year before. 1985 sales were up by 3%.

Hammermill reported 1985 operating profits at $69 million, down 40% from 1984 on net sales of $1.9 billion that held firm.

For both Nekoosa and Hammermill, 1984 sales were records.

Scott Paper Company, on the other hand, had another good year. Net income grew to a record $201.1 million for the company compared to the $187 million it posted in 1984—an increase of 8%. Sales increased in 1985 by 7% to a record $3 billion.

Some mills reported that 1985 was about the same as the year before. "While 1985 performance was satisfactory, it did not meet our objectives and expectations," said D. Eugene Nugent, president of Pentair. "The paper companies encountered mixed market conditions and several situations impacted short-term results." His company posted a 6% decrease in income in 1985 from its 1984 record on sales that were 2% lower.

Changes in operations at some mills affected their year-end reports. Champion's purchase of St. Regis made 1985 its first full-year with the new operation included in its financial statements. The inclusion of two St. Regis product groups, publication papers and newsprint, gave Champion's paper segment a meaningful boost, although its printing and writing papers were below last year's level. Operating income from packaging products dropped from $70 million to $22 million.

Overall, Champion had 1985 earnings of $163 million on net sales of $5.8 billion.

Georgia-Pacific reported income from continuing operations in 1985 of $207 million compared with $253 million in 1984. After accounting for the effects of discontinued operations and an extraordinary item, net income in 1985 was $187 million compared with $119 million in 1984.

Income for G-P from continuing operations in 1985 included a $19 million pre-tax gain on the sale of Oregon timberlands, and the 1984 results included another $19 million pre-tax gain on the sale of the Georgia-Pacific building in Portland, OR.

1986/87 NPTA PUBLICATIONS CATALOG

NPTA Publications

NPTA Management News, monthly magazine	
Members ... per year	$15.00
Suppliers ... per year	25.00
Management Guides:	
★ Antitrust Laws, Guide To	1.00
★ Profitable Management, Guide To	15.00
★ Profitable Management, Supplement No. 1, Management of Receivables	15.00
★ Profitable Management, Supplement No. 2, Management of Inventories	15.00
★ Sales Training Manual	15.00
★ Sound Policies, Guide To	15.00
★ Warehouse Operations, Guide To	15.00
★ Warehouse Operations Revised Supplement No. 1	15.00
Combination: *Warehouse Operations Guide and Revised Supplement No. 1*	25.00
★ Paper Merchants Guide to Personnel Selection and Evaluation	85.00
second copy	42.50
Paper Merchant Performance	
— *Members*	35.00
— *Nonmembers*	125.00

NPTA Publications (cont)

Who's Who In Paper Distribution	
— *Members*	$15.00
— *Suppliers*	25.00
Printing Paper Sales Compensation (Available 9/86)	
— *Members*	40.00
— *Suppliers*	50.00
Industrial Paper Sales Compensation	
— *Members*	40.00
— *Suppliers*	50.00
Growth Strategies in Paper Distribution	
— *Members*	40.00
— *Suppliers*	50.00
The Paper Distribution Industry: A Market Research Data Source	
— *Members*	65.00
— *Suppliers*	195.00
— *Consultants*	325.00

NPTA Video Tape Programs

The Role of The Paper Merchant (½" VHS, 30 minutes)	
— *Members*	$135.00
— *Suppliers*	175.00
— *Additional Copies*	100.00
Implementing Successful Paper Marketing Programs (½" VHS, 1 hour)	
— *Members*	65.00
— *Suppliers*	80.00
— *Additional Copies*	40.00

NAW/NPTA Publications

Automated Inventory Management For The Distributor	$35.00
Effective Financial Management For Wholesaler-Distributors	35.00
Introduction To Wholesale Distribution	35.00
Increasing Profits Through Better Marketing: The Marketing Productivity Audit	35.00
Systems Selling: A Marketing Guide For Wholesaler-Distributors	25.00
Future Trends In Wholesale Distribution: A Time of Opportunity	28.00
DREF Database: The Management Information Source Book For Wholesaler-Distributors	145.00
What Really Helps (or Hurts) Your Company's Bottom Line	50.00
Measuring Customer and Product Line Profitability: Beyond "Turn & Earn"	35.00
Strategic Planning: Fitness Program For Wholesale Distributors	35.00
Branching & Market Coverage	35.00
Higher Profits From Day One (Kit)	175.00

Other Publications

Merchandising to Maximize Your Margin	$25.00
Wholesaler Inventory Control	25.00
Practical Handbook of Distribution/Customer Service	40.00
National Association of Printers & Lithographers (NAPL) Quarterly Printing Industry Business Indicator Report ... per year	50.00
Printing Industries of America (PIA) Best & Worst Markets For Printers In The 80s	50.00
★ Semi-Annual Update Subscription per year	35.00
What The Printer Should Know About Paper (GATF)	21.00
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★ regular edition	42.00
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Walden's Handbook for Paper Sales People & Buyers of Printing Paper	15.00

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1986/87 NPTA PUBLICATIONS CATALOG

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10 Sessions — Total of 11 Cassettes $105.00
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Janitorial Supply: The Role of the Paper Distributor 10.00
Computerized Inventory Management 10.00
Building a Winning Management Team: A Key To Your Success (Young Executives Program) . . 10.00
General Business Session (2 tapes) 15.00
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The Promise of Telemarketing 10.00
Health Care Cost Containment 10.00
How Paper Merchant Managers Can Use Personal Computers 10.00
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The 1985 Convention was not recorded.

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"What Would Happen If All Paper Merchants Stopped Operating Today?"
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"A Paper Need + Your Paper Merchant = A Problem Solved"
"How To Improve Packaging Procedures"

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Managing Time & Territory II	765	127	127
Professional Telephone Selling Skills	1,317	272	340
Telephone Prospecting	552	106	106
Service Programs			
Customer Satisfaction Telephone Skills	701	161	144
Management Programs			
Interpersonal Managing Skills	1,487	238	—
Strategies for Effective Listening	106	21	—
Supervisory Programs			
Role of the Supervisor	552	21	—
Defining Performance Expectations	552	21	—
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THE PAPER DISTRIBUTION INDUSTRY: A MARKET RESEARCH DATA SOURCE

The Paper Distribution Industry: A Market Research Data Source is a comprehensive marketing, economic and financial analysis of the U.S. paper distribution industry. With newly-released Government information from the Census of Wholesale Trade, NPTA-sponsored primary research, and wholesale distribution consultants' opinions, the report represents a unique view of this $24 billion per year business. For more information call the National Paper Trade Association's research department at (516) 829-3070.

PAPER DISTRIBUTION INDUSTRY BEST SELLERS

Rank	Publication	Last Month
1	Harvest the Fruits of Paper Selection (Marketing Tool). *NPTA.* $.50 each	2
2	Measuring Customer and Product Line Profitability. *Mullins.* $35	7
3	Branching and Market Coverage. *Healy.* $35	8
4	Merchandising To Maximize Your Margins. *VanDeMark.* $25.00	4
5	Industrial Paper Merchant Sales Compensation. *NPTA.* $40	3
6	Practical Handbook of Distribution/Customer Service. *Blanding.* $40.	6
7	Growth Strategies in Paper Distribution. NPTA. $40.	—
8	NPTA Vacation Schedules (Planning Folders). *NPTA.* $.40 each	1
9	The U.S. Paper Distribution Industry: A Market Research Data Source. *NPTA.*	—
10	Implementing Successful Paper Marketing Programs Video Tape and Guide. *NPTA.* $65.	—

ALL PUBLICATIONS ARE AVAILABLE FROM NPTA

PEOPLE IN THE NEWS

Bill Evans has been named manager of industrial products for Butler Paper's Dallas Division. **Tom Leech** has been named marketing manager, industrial and sanitary maintenance products at Butler's corporate headquarters in Denver.

John Brawner purchased the Kaymac Paper Company and has become the company's new president and CEO.

Michael F. Starling has been named chairman of the board and CEO of Seaman-Patrick Paper Company. **W. John Wickett** is Seaman-Patrick's new president and COO.

Roger Marshall has been promoted to the national marketing manager of the Thacker Container Company. **Ray Felix** has been appointed southwest regional manager of Thacker.

J. R. W. "Bill" Street, former general sales manager for Union Camp Corporation's Fine Paper Division, died recently.

Robert N. Maia has been named southern regional manager, Service Products Division for the Fonda Group.

Joseph F. Smith has been appointed president and COO of DataCom, Inc. **Michael A. Berliner** has been named executive vice president of the company. **M. Harold Berliner** has become chairman and CEO of DataCom.

Ronald Stanley has been promoted to director of purchases of Penntech Papers.

John B. Foley, the founder of Bergen Packaging and most recently president of Shamrock Packaging, died Friday, January 3, 1986.

Terry Sweeney has been appointed to the new position of national director of specification sales for the Strathmore Paper Company. **Mary Macaulay** has been named the national graphic consultant for Strathmore. **Gus Comaites** has rejoined the firm as district sales manager, Metropolitan New York area for Strathmore.

Gene Cartledge has been appointed chairman and CEO of Union Camp.

Jack E. Carstens has been named vice-president—sales and marketing of the Chesapeake Corporation Company, Wisconsin Tissue Mills.

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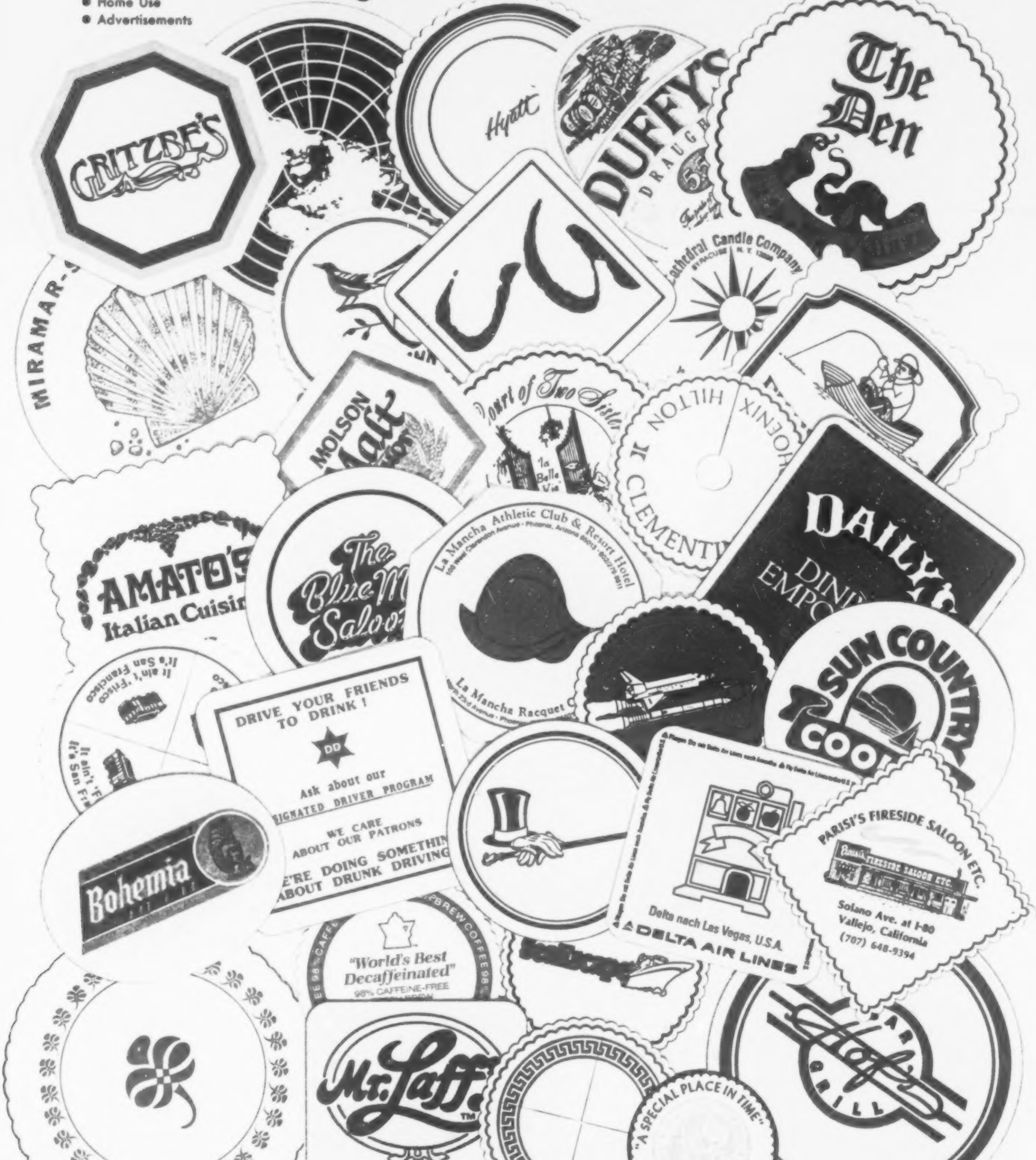
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La Belle Vie
PHOENIX HILTON
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DAILY'S
DINING EMPORIUM
AMATO'S
Italian Cuisine
The Blue Moon Saloon
La Mancha Athletic Club & Resort Hotel
La Mancha Racquet Club
SUN COUNTRY
COOLER
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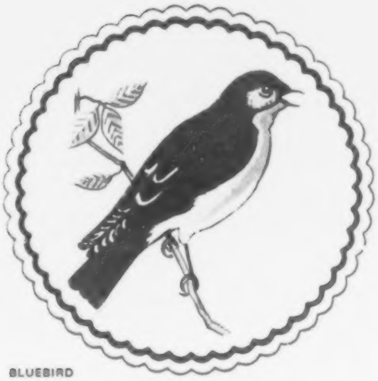
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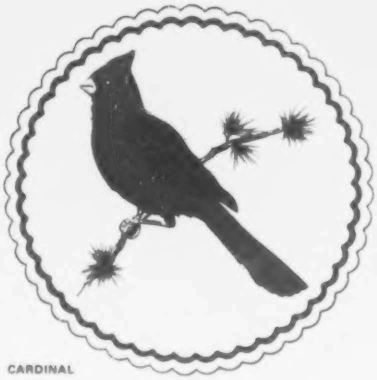
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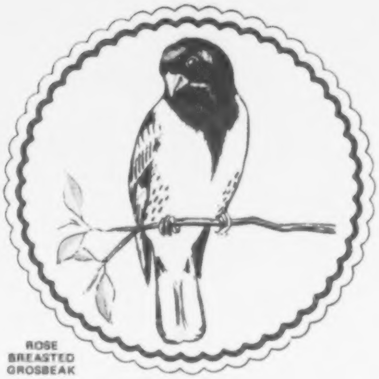
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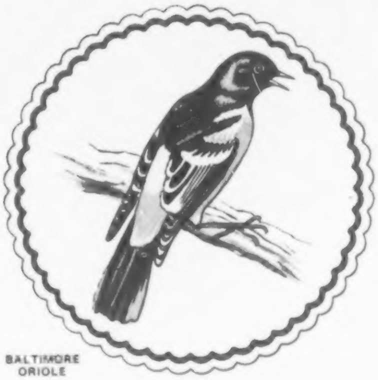
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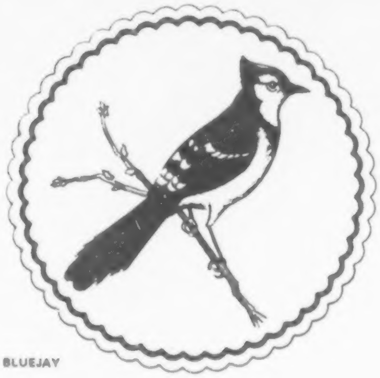
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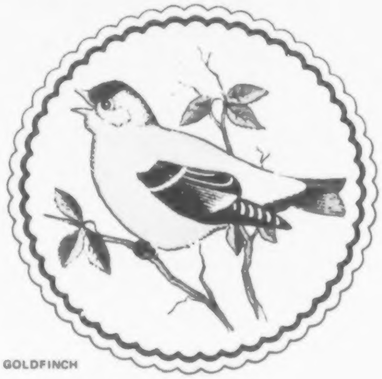
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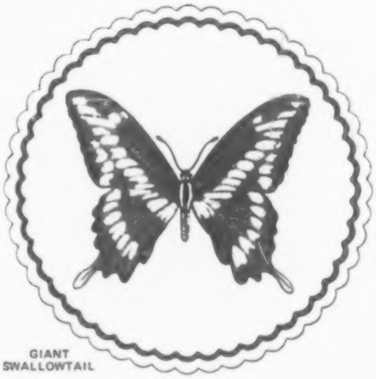
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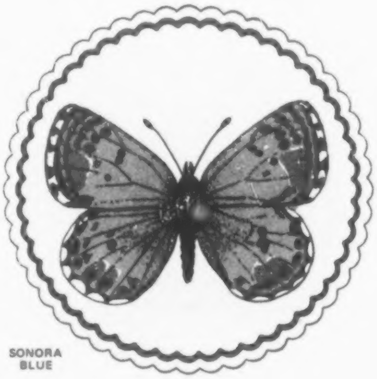
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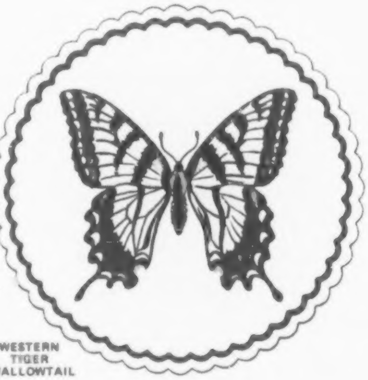
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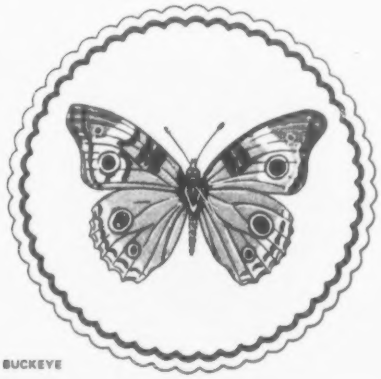
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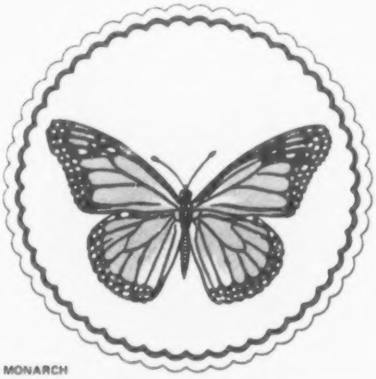
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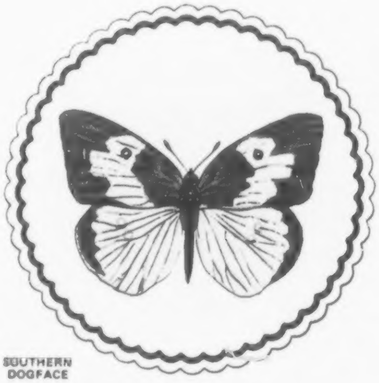
SOUTHERN
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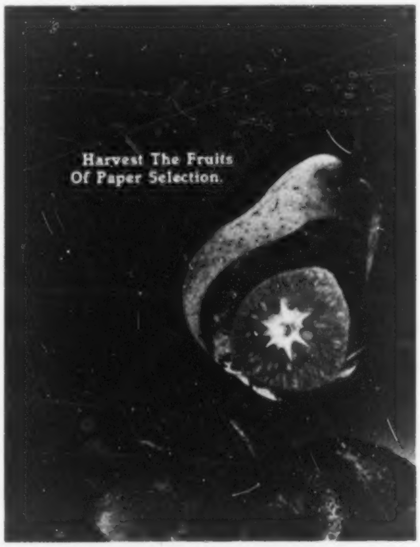
PRINTING PAPER

'HARVEST THE FRUITS' QUICK SUCCESS

Launched last November, the NPTA "Harvest the Fruits of Paper Selection" marketing folder became an overnight success. In its first three months of availability, 30,000 pieces were purchased by NPTA members in small lots. An additional 45,000 were taken in lots of 10,000 or more.



The "Harvest" campaign promotes the use of high-quality printing paper to graphic designers, art directors and printers. It is attractive and helpful to all those involved in paper specification and graphically illustrates the advantages (and small additional cost to an overall project) of using better papers.

"Harvest the Fruits of Paper Selection" is an important tool for every printing paper sales person. Quantities are still available from NPTA. They may be imprinted on the back for ease of identification with the merchant's company.

Quantity	Cost For Each	Imprinting
1–100 101–500 501–1,000	50¢ 48¢ 46¢	**Custom imprinting is $65 per order**
1,000–5,000	44¢	**Custom imprinting is $100**
5,000–10,000 over 10,000	42¢ 40¢	**Free custom imprinting**

DRUPA TO ATTRACT 300,000 THIS MAY

Drupa is a contraction of the German words for a printing and paper fair. Billed as the world's largest event of its kind, organizers are expecting 300,000 people to visit Dusseldorf, West Germany to participate in Drupa activities from May 2–15, 1986. As many as 5,000 Americans are expected to make the trip.

Most travelers will attend the fair through a tour package which may include side trips and visits to graphic arts manufacturing facilities nearby. *Graphic Arts Monthly* reported that the following organizations have trips available:

- Printing Industries of America
- National Association of Printers and Lithographers
- Graphic Arts Technical Foundation
- AGFA–Gevaert
- Graphic Arts Equipment and Supply Dealers Association
- International Business Forms Institute
- Binding Industries of America
- Gate Travel Service

Those interested in Drupa may contact the editor of *MN* for addresses and phone numbers of these groups. The Dusseldorf Travel Service may also be contacted for additional information at: 345 Park Avenue, New York, NY 10022.

THE ISSUE OF HAZARDOUS WASTE GROWS

The Environmental Protection Agency plans to close more than two-thirds of the hazardous waste disposal facilities in the U.S. The move comes at a time when the demand for disposal facilities in this country, is at an all-time high, reports the Printing Industries of America. Only 492 of the 1600 facilities have gained the EPA's certification to stay in business.

A two-day program covering the regulation and treatment of hazardous waste as it affects all segments of the printing industry was held in Washington.

A complete recording of the seminar sponsored by GATF, NAPL, PIA and the Research and Engineering Council is available on a set of seven tapes at a cost of $50. To order, contact Harold Molz, Research and Engineering Council of the Graphic Arts Industry, 4351 Garden City Drive, Suite 660, Landover MD 20785.

INDUSTRIAL PAPER

INDUSTRIAL PAPER MARKETS AND TRENDS

The industrial paper market is comprised of a variety of separate and distinct market segments—more so than the printing paper market. Paper products sold are very different in nature, and some "allied" products are not made of paper at all, but include items such as plastic dinnerware, polystyrene cups and plates, and plastic packaging. Industrial paper merchants most likely provide a full product line to service an account. In addition to paper bags, towels and toilet tissue, a fast food outlet, for example, needs plastic garbage can liners, coffee stirrers, mops, and floor cleaners. It makes economic sense for the merchant to supply the account with all of these.

NPTA's estimate of the size of the six main industrial paper market segments appear below in Table 1.

Following are profiles of these major markets, and other selected "specialty" industrial paper segments.

Table 1 INDUSTRIAL MARKET SEGMENTS

Industrial Paper Market	1984 Estimated Merchant Wholesaler Sales ($ Millions)
Packaging Supplies and Equipment (protective packaging, shipping boxes, gummed tapes)	$4,712
Food Service Disposables	2,109
Sanitary Papers	2,068
Janitorial Supplies	1,124
Retail/Matched Packaging	667
Health Care Disposables	440

The Food Service Disposables Market

One of the most interesting and lucrative growth areas for industrial paper merchants is the area of food service packaging. With the growth in use of microwave ovens and higher quality foods, merchants will be called upon to supply this burgeoning market segment. Currently, most fast food disposable packaging is purchased in "stock" items and about 65%, the balance, is in custom and special, printed items.

As supermarkets and convenience stores pick up on the fast food market, the need for fast food disposables in this customer class will grow dramatically. Fast food restaurants are demanding more graphically interesting and functional types of food packaging (microwave, etc.) as they upgrade to finer types of foods at higher prices.

Merchants might also wish to add additional product lines in the restaurant area which compliment their current fast food lines such as tablecloths, plasticware, plates and cups, pitchers, platters and other related items. As always, merchants must continue to try and provide all products a customer might buy, including wipes and cleansers, food preparation equipment, perishable and nonperishable foods and anything else a customer currently buys elsewhere. The Single Service Institute in Washington D.C. has estimated that the total U.S. market (at retail level) for food service disposables is currently worth about $2.75 billion.

Paper cups, plates, and bowls constitute a $1.2 billion commercial and institutional market and a $600 million consumer market. Paper tubs, lids, and miscellaneous items are estimated to represent another $1 billion in volume.

In Table 2 are the percentages of total industrial paper merchants' sales typically accounted for by food service disposables. As one can see, food service disposables have become an increasingly important market for industrial and dual merchants in recent years.

Table 2 INDUSTRIAL PAPER MERCHANT SALES

	1981	1982	1983	1984
Sold by Industrial Paper Merchants	11.25%	13.13%	15.12%	18.97%
Sold by Dual Paper Merchants	9.21	10.62	10.49	12.06

Within this market there is opportunity for above-average growth and profitability in segments, type of service and product categories.

While the food service industry overall is growing at an annual rate of 3%, there are segments growing much faster. Capitalizing on the full potential of these segments can produce profitable growth.

Food service in convenience stores will continue to be a rapidly growing market. According to the industry report by *Convenience Store News*, fast foods have the highest gross margin of any product category sold by convenience stores. Products with the fastest growth are chicken, hot dogs, fountain drinks and Mexican food. This market segment uses virtually 100% disposable paper products for food service since most of the food is carried out of the store. This is a market niche worthy of development and with potential far above the average growth for a broad-line of food service disposables.

Fast foods will continue to grow faster than the industry. This segment is highly disposable-intensive and has moved to capitalize on the trend to carryout and menu expansion to meet customer demand. These factors have created the need (and the sales opportunity) for a broad-line of upscale food service disposables.

Business and Industry—Employee feeding in offices and plants, health care, schools and colleges, food services, etc. are becoming more competitive, more marketing and merchandising-oriented. These segments have become more disposable-intensive in response to customer tastes and preferences. The key for building disposables business in this segment is account penetration with a broad disposables line and merchandising programs to build employee participation.

Table 3 TOP FIVE GROWTH PRODUCT CATEGORIES

(% Real Growth)	
Total Franchise Segment	9.0
Ice Cream	14.5
Chicken	13.7
Pizza	11.2
Seafood	11.2
Mexican Food	11.1

Source: National Restaurant Association. Adjusted for 5.0% inflation.

Within the franchise segment there are product categories that will outpace industry growth.

Franchise operators now control almost half of the commercial food service market and are outpacing independent operators.

Achieving Excellence in Service

How can the company selling printing and/or industrial paper commodity lines stay one step ahead of its competitors? How can the merchant establish and maintain a larger market share? Focusing on service excellence has a direct effect on a company's competitiveness and market share. A business hoping to achieve service excellence must be customer-driven.

Studies show that thoughtful handling of customer telephone calls can strengthen customer commitment, reduce the number of complaints, and provide important information on how well the merchant's products are meeting market needs. Careless handling of customer calls, on the other hand, can weaken loyalty, increase the cost of resolving complaints and reduce market share.

Karl Albrecht, a San Diego management consultant, in his book *Service America,* notes that the best service organizations follow three basic rules for success:

Have a clear vision of the concept of service. The best organizations have a unifying idea about what they do. The service concept directs the employee's attention to customer priorities. It permeates each organization's accomplishment and becomes the nucleus of the message that employees transmit.

Train customer-oriented, front-line people. The managers of excellent service organizations have encouraged strict attention to the needs of the customer. Effective front-line people focus on the customer's current situation, frame-of-mind and needs. This leads to a level of responsiveness, attentiveness and willingness to help that marks the service as superior in the customer's mind.

Customer-friendly delivery systems. The delivery system that backs up the service people must be designed for the convenience of the customer, rather than the convenience of the organization. The physical facilities, policies, procedures and communication processes all say to the customer, "This system is here to meet your needs."

Keys to Achieving Customer Satisfaction

Because of the increased awareness of the importance of complaint handling, more and more companies are demanding improvements in their telephone communication practices. There are a number of guidelines that can be followed to achieve this objective.

Know the customer. Have a clear understanding of the customer's profile, who he is and his needs. Organizations that pass the customer from one department to another before solving his or her problem are not service-oriented.

Create a service strategy. The service-oriented firm must convey a spirit of permanence, stability and devotion. The merchant must have a philosophy that says, "This is what we are, this is what we do and this is what we believe in."

Maintain high service quality. Service excellence means staying in touch with the customers by using market research to evaluate performance and to detect changes in expectations. Employees must be motivated and trained. In a customer-driven organization, virtually everyone has internalized the basic priorities of the customer. The customers' problems are the company's problems. Immerse the organization in the customers' needs.

Skills That Make a Difference

Customer problems are often wrapped up in heavy layers of emotion. A customer might be frustrated or angry because a product is not working properly or it was not delivered on time.

On the telephone, the only tool customer contact people have is the spoken word. They must be excellent communicators.

Good communication is much more than good intentions and technical knowledge. It requires highly specialized skills that cannot be learned effectively on a hit-or-miss basis.

Effective communication implies determining what the customer really needs through proper use of probing. Secondly, the caller must be reassured that his or her problem is understood and that help or information is readily available. Giving appropriate information in a clear and understandable way is a third essential skill in good telephone contact. A confused caller will almost always become an angry one. Finally, since few problems can be solved in one telephone call, callers need to know what will happen as a result of their complaint or inquiry.

Service Excellence Through NPTA

In just two days NPTA can train customer contact people to be more effective using the phone. The NPTA-endorsed, Learning International (formerly Xerox) *Customer Satisfaction Telephone Skills* (CSTS) will:

- enhance the corporate image and reputation
- improve employee morale
- lower turnover rates because employees will be better equipped to handle their jobs
- increase employees' professionalism
- increase productivity through the ability to handle more calls more efficiently
- reduce staffing requirements
- increase customer input on product marketing or services

CSTS can be conducted inhouse or at an open session for a number of merchants. For more information on achieving service excellence, contact the NPTA Education and Training Department at 516–829–3070.

1986/87 Seminar and Conference Schedule

Staying abreast of management and technological developments in today's paper industry demands a firm commitment, a continuing investment of time and resources, and strong professional support. This is one of the most formidable challenges to profitable and productive management for the balance of the decade. Increases in productivity and improved operational efficiency is the key to a merchant's success.

The progressive merchant realizes that all levels of business operations can profit from NPTA's educational programs: CEO's can learn more effective and efficient financial planning, managers can learn to manage more effectively, their sales people can become "smarter," and all employees can work more productively. *They realize the time for action is now.*

Business as usual must not be the goal of the progressive merchant. Priorities must be realigned and monies invested wisely in a firm's most important resource—their people.

NPTA's educational programs are specifically designed to help each merchant address his major priorities. Through our programs, merchants can increase productivity and get the most out of each training dollar invested

Productive Opportunities for Paper Merchants

D. Bruce Merrifield
Merrifield Consulting Group

PURPOSE:

This successful seminar focuses on specific action plans aimed at improving operational efficiency and profitability.

Specific applications include:

1. Minimizing two types of inventory cash traps.
2. Minimizing four-out-of-five types of past-dues receivables.
3. Controlling three-out-of-four types of money-losing small orders.
4. The zero-error program.
5. Improving purchasing and selling negotiation abilities.
6. Compensating key "tiger" employees.
7. "10 × 10" selling to generate incremental profits more quickly.
8. Three account penetration tactics.
9. The product promotion pipeline.

All of these applications have been successfully and profitably implemented at paper distribution firms. And, the majority of these tactics will improve existing profitability of a firm in three to six months.

FOR: Marketing Managers, Sales Managers, Top Management

DATES:June 4, 1986; October 16, 1986

LOCATIONS: Chicago, IL; New York, NY

Managing Customer and Product Line Profitability—A Key to Survival in the 80's

Peter Mullins, Management Foresight

PURPOSE:

This one-day seminar will provide a system to evaluate the "good deals" that are brought to merchants by their sales people and suppliers.

Which product lines and customers are most profitable? What is the profit earned and the investment required to support a customer's share of the business? Which are the least profitable lines and customers? What specific steps should be taken to improve profitability? This seminar answers these and many other questions.

FOR: Presidents, Vice Presidents, Sales Managers, Division Managers, General Managers

DATES: May 20, 1986; February 13, 1987

LOCATIONS: Minneapolis, MN; Innisbrook Resort, Tarpon Springs, FL

Industrial Sanitary Supply Symposium—"Sanitary Supply: The Role of the Industrial Paper Merchant"

PURPOSE:

This year, NPTA's Industrial Paper Division will present a two-day symposium on how

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INFORMATION COUPON

I would like to have more information on the following 1986 NPTA-sponsored seminars:

I would like to register for the following 1986 NPTA-sponsored seminars:

NAME
TITLE
COMPANY
ADDRESS

Education and Training Department
National Paper Trade Association, inc.
111 Great Neck Road
Great Neck, NY 11021
516-829-3070

industrial paper merchants can and are taking advantage of this highly lucrative commodity line.

The symposium will feature talks on: how merchants can test their market place to see if these products are for them, how to merchandise sanitary products, which sanitary products are most germaine to industrial paper distribution, how to use your warehouse storage space most efficiently in sanitary supply, special personnel needs in sanitary sales, chemical selling—what do you need to know?, floor products—which ones and how do you sell these?, and many other topics.

The symposium will be geared to merchants who have not yet, or are just beginning to become interested in adding sanitary supply products to their current product mix.

DATE: November 18-19, 1986
LOCATION: Atlanta, GA

Maximizing the Potential of Multi-Branch Logistics

PURPOSE:
This two and one-half day conference will focus on opportunities and problems of managing and expanding multi-branch locations. The multi-branch paper merchant firm will be discussed from a number of points of view.

- Inventory Management—How are branches stocked? When does interbranch transfer make sense? How can interbranch transfer be done effectively?
- Warehouse Design and Layout—What are the new trends in construction? Should multi-branch firm warehouses be any different from those of single-house locations?
- Computerization—The more locations a merchant has, the greater the need for a sophisticated system that facilitates adequate communication, management and control among those branches and headquarters. What are the major computer issues and how are they being dealt with?
- Branching Strategies—When is one added? When is one closed down? Where are they opened? How are they maximized?

FOR: Companies with five or more branches, Company CEO, Top management with corporate responsibilities
DATES: January 20–22, 1987
LOCATION:
New Orleans, LA

Paper Distribution Management Development Program

PURPOSE:
This two-week executive development program for middle managers is located at Miami University, Oxford, OH. This program consists of a one-week intensive module directed to strategic planning, marketing and financial aspects of management. The second one-week module, following a six month interlude, focuses on the interpersonal areas of management: time management, establishing effective leadership, individual productivity, performance measurements, organizational communication and team building.

This program uses a variety of teaching techniques: case studies, workshops and lectures. The course is taught by six Miami University professors with unique academic credentials and active consulting backgrounds.

FOR: Branch Managers, Middle Managers
LENGTH Two weeks
DATES: *First Session:* May 5–9, 1986; November 10–15, 1986—*Second Session:* November 10–15, 1986; May 4–8, 1987
LOCATION: Oxford, OH

Attendance is limited to 20 people. New groups begin every six months

Printech Week

PURPOSE:
This week-long program, co-sponsored with Rochester Institute of Technology (RIT), explores the many aspects of the printing paper processes and the graphic arts industry. **Printech Week** will help turn the sales person or sales manager into a knowledgeable consultant by enabling him to understand today's printing technology.

This hands-on participatory program provides in-depth background in:

- pre-press technology
- all printing methods (lithography—both web and sheetfed are stressed)
- The latest non-impact printing

The course will be taught by a variety of specialists from RIT's School of Printing and guest speakers from the industry.

FOR: Printing Paper Sales People, Sales Managers, Marketing Managers, Branch Managers
LENGTH: One week
DATES: April 7–11, 1986; October 27–31, 1986
LOCATION: Rochester, NY

Return to:
Education and Training Department
National Paper Trade Association, inc.
111 Great Neck Road
Great Neck, NY 11021

Management Program for Young Executives

Young executives will meet in Scottsdale, AZ to participate in the second annual "Mid-Year Executive Conference" sponsored by NPTA's Young Executives Forum (YEF). A full agenda is planned.

The Young Executive Forum (YEF) announced its Second Annual Mid-Year Executive Conference. This year's three-day meeting will be held at the Registry Resort in Scottsdale, AZ. The program will follow last year's successful format, and will be held over an extended three-day weekend, March 20-March 23.

The goal of these conferences is to gather young executives from around the country to share mutual concerns about the industry and to learn successful approaches to managing both business and personal lives. Spouses are encouraged to attend and participate in all meetings.

This year's formal program will be conducted in three morning sessions. Friday and Saturday mornings will be chaired by D. Bruce Merrifield, president of the Merrifield Consulting Group. His two-part presentation will cover over 60 guidelines in five areas which will help participants become "fast-growth" managers. "Strategy and Marketing Guidelines," is the title of Friday's program. Saturday's program is titled "Management Personnel and Operational Guidelines." Sunday morning's program will be a panel discussion regarding the future trends in paper distribution. The Forum will have two representatives from manufacturing companies to lead a discussion focused primarily on computerization and "on-line suppliers" and "on-line customers." It is hoped that the discussion will be beneficial to those who must consider this issue in the future.

A representative from Dean Witter Reynolds, Jack Saunders, senior vice president, will conduct an optional Saturday afternoon session on "How to Reduce Taxes and Build Wealth."

In addition to the formal parts of this year's conference, there will be ample opportunity for informal sharing and learning. Most of last year's participants felt that meeting their peers in a relaxed environment was the best part of the conference. The networking and friendships that result will be a great benefit for young executives throughout their careers.

The entire YEF Steering Committee encourages young executives to attend this year's conference.

by Steve Ohrman
vice president and general manager
Supplyways, Inc., a West Coast Paper Company.

D. BRUCE MERRIFIELD'S 1985 NPTA CONVENTION PRESENTATION

Implementing Successful Paper Marketing Programs

A Video Tape Program with Accompanying Handout Materials

Please send me ____ copy(ies) of ***Implementing Successful Paper Marketing Programs*** at:

☐ $65 NPTA Member
☐ $80 Industry Suppliers
☐ $40 Additional Copies

Name ____
Title ____
Company ____
Street Address ____
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☐ Payment Enclosed (No Shipping Charge)
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All funds must be in US dollars.

Education & Training Department,
National Paper Trade Assoc., Inc.
111 Great Neck Road
Great Neck, New York 11021

New Quarterly Business Report Ready

By early April 1986, NPTA members will receive the 1st Quarter 1986 survey forms for the Association's new member report—the Quarterly Business Conditions Report (QBCR for short). Originally, introduction of the report was planned for 1985, but substantial modifications, testing, and computer software changes and improvements were necessary to insure valid, accurate data.

The survey form was simplified, modifications were made by the Management Information Committee of NPTA and the most efficient reporting methods were identified. Also, dual merchant participants were accommodated via the inclusion of several "total company" ratios in the report. These are needed because many firms cannot separate information such as accounts receivable, operating expenses, and net profits into printing/industrial paper parts of their businesses.

The QBCR will be a simple, easily-digested report that tracks 10 key financial measures relevant to a paper merchant (see Table 1). It will not replace the PAR Report, but simply address the demand for more timely information. The QBCR also differs from the Paper Merchant Sales Report in that it will provide data concerning profitability, inventory turnover and average order sizes.

A unique aspect of the QBCR is that *only participants in the survey will receive the report*. Other key features of the program are:

- Information submitted remains totally confidential. Each firm receives an identification code and company names never appear on completed forms.
- To avoid possible confusion, the QBCR reporting form will be different in format and color from the current "pink" Paper Merchant Sales Report form.
- The report will be produced in-house by NPTA.
- Classification of data will be by nine geographic regions, by printing, industrial and dual merchant. The participant's data is compared to his NPTA region and a U.S. average. The firm is also ranked against the total sample.

The key to the program's viability lies in the number of firms participating. The larger this number, the better and more

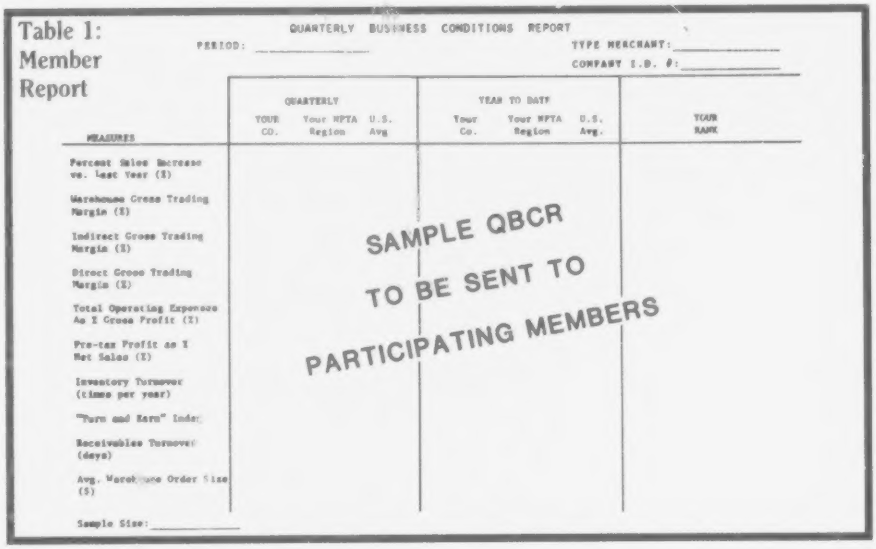


Table 1: Member Report

QUARTERLY BUSINESS CONDITIONS REPORT

PERIOD: ____________

TYPE MERCHANT: ____________

COMPANY I.D. #: ____________

MEASURES	QUARTERLY			YEAR TO DATE			YOUR RANK
	YOUR CO.	Your NPTA Region	U.S. Avg	Your Co.	Your NPTA Region	U.S. Avg.	
Percent Sales Increase vs. Last Year (%)							
Warehouse Gross Trading Margin (%)							
Indirect Gross Trading Margin (%)							
Direct Gross Trading Margin (%)							
Total Operating Expenses As % Gross Profit (%)							
Pre-tax Profit as % Net Sales (%)							
Inventory Turnover (times per year)							
"Turn and Earn" Index							
Receivables Turnover (days)							
Avg. Warehouse Order Size ($)							

Sample Size: ____________

SAMPLE QBCR TO BE SENT TO PARTICIPATING MEMBERS

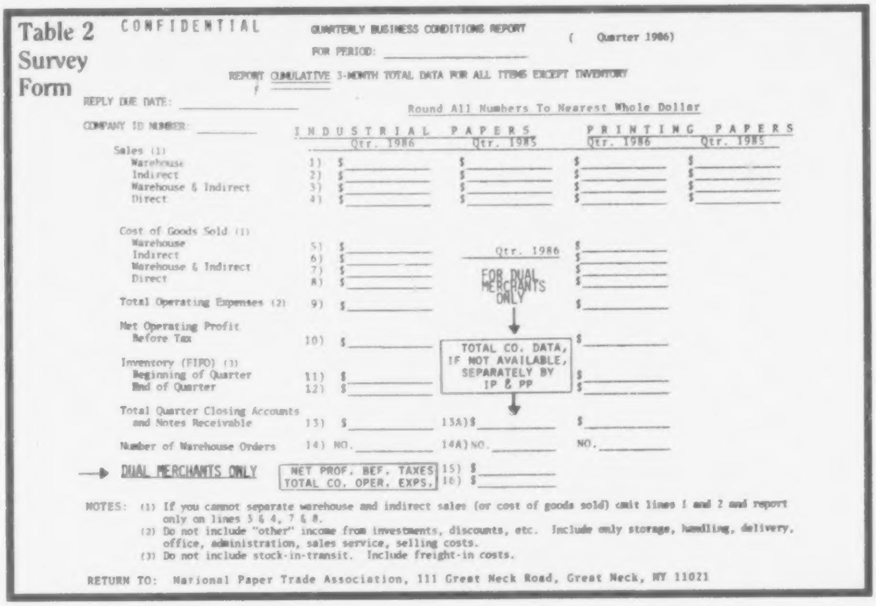


Table 2 Survey Form

CONFIDENTIAL

QUARTERLY BUSINESS CONDITIONS REPORT (Quarter 1986)

FOR PERIOD: ____________

REPORT CUMULATIVE 3-MONTH TOTAL DATA FOR ALL ITEMS EXCEPT INVENTORY

REPLY DUE DATE: ____________

Round All Numbers To Nearest Whole Dollar

COMPANY ID NUMBER: ____________

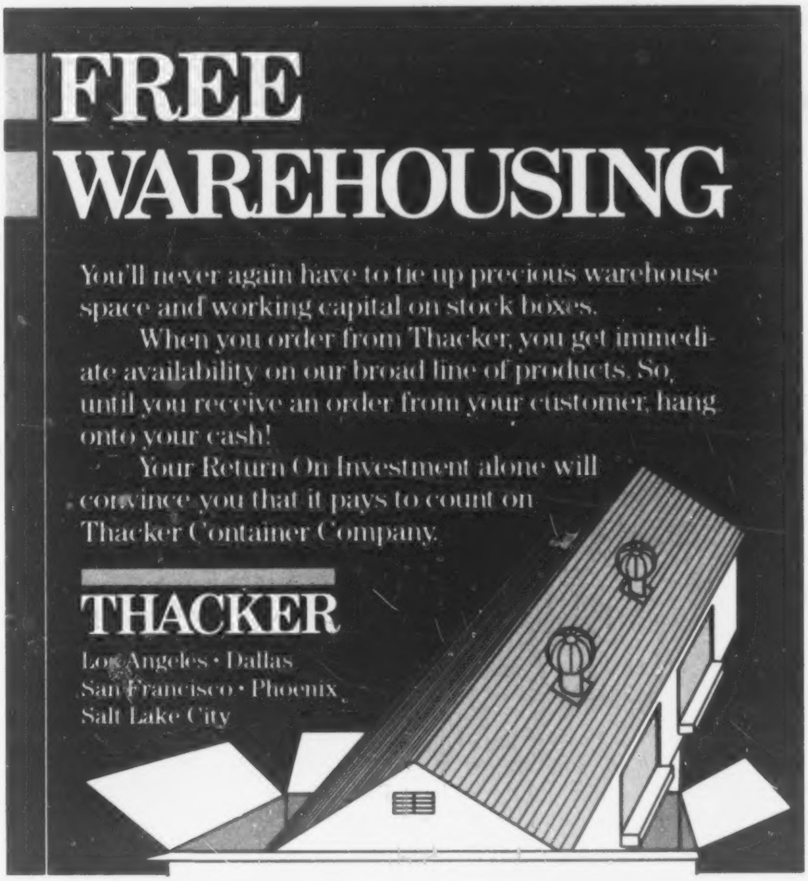
		INDUSTRIAL PAPERS		PRINTING PAPERS	
		Qtr. 1986	Qtr. 1985	Qtr. 1986	Qtr. 1985
Sales (1)					
Warehouse	1)	$ ________	$ ________	$ ________	$ ________
Indirect	2)	$ ________	$ ________	$ ________	$ ________
Warehouse & Indirect	3)	$ ________	$ ________	$ ________	$ ________
Direct	4)	$ ________	$ ________	$ ________	$ ________
Cost of Goods Sold (1)					
Warehouse	5)	$ ________	Qtr. 1986	$ ________	
Indirect	6)	$ ________	FOR DUAL MERCHANTS ONLY	$ ________	
Warehouse & Indirect	7)	$ ________		$ ________	
Direct	8)	$ ________		$ ________	
Total Operating Expenses (2)	9)	$ ________	↓	$ ________	
Net Operating Profit Before Tax	10)	$ ________	TOTAL CO. DATA, IF NOT AVAILABLE, SEPARATELY BY IP & PP	$ ________	
Inventory (FIFO) (3)					
Beginning of Quarter	11)	$ ________		$ ________	
End of Quarter	12)	$ ________	↓	$ ________	
Total Quarter Closing Accounts and Notes Receivable	13)	$ ________	13A) $ ________	$ ________	
Number of Warehouse Orders	14)	NO. ________	14A) NO. ________	NO. ________	
→ DUAL MERCHANTS ONLY NET PROF. BEF. TAXES			15) $ ________		
TOTAL CO. OPER. EXPS.			16) $ ________		

NOTES:
(1) If you cannot separate warehouse and indirect sales (or cost of goods sold) omit lines 1 and 2 and report only on lines 3 & 4, 7 & 8.
(2) Do not include "other" income from investments, discounts, etc. Include only storage, handling, delivery, office, administration, sales service, selling costs.
(3) Do not include stock-in-transit. Include freight-in costs.

RETURN TO: National Paper Trade Association, 111 Great Neck Road, Great Neck, NY 11021 representative the statistics become. If a firm participates in PAR once a year, it should also be in the QBCR program, since QBCR ratios correspond exactly to selected PAR ratios. Now merchants can track gross margins, inventory turnover, operating expense control, etc.—*throughout the year* instead of waiting for the annual PAR report. The QBCR's value lies in revealing interim performance, thereby increasing a company's responsiveness.

Take advantage of this new, member service by completing the one-page QBCR survey form when it arrives in the mail. Remember, the completed form must be sent to NPTA to receive a report.

For more information on this new NPTA service or other statistical/research programs, call the research director at: 516-829-3070; or write to the Research Department at NPTA headquarters.


FREE WAREHOUSING

You'll never again have to tie up precious warehouse space and working capital on stock boxes.

When you order from Thacker, you get immediate availability on our broad line of products. So, until you receive an order from your customer, hang onto your cash!

Your Return On Investment alone will convince you that it pays to count on Thacker Container Company.

THACKER

Los Angeles • Dallas
San Francisco • Phoenix
Salt Lake City

ACTIVITY

NEW INFORMATION TO BE REPORTED EACH MONTH

Beginning with this issue of *Management News*, the "Paper Merchant Sales Report" statistics will not be published—only the long-term graphed trends (see the next page)—will appear. The sales report will be mailed separately, on a more timely basis, to all NPTA paper merchant member company headquarters' presidents plus branch managers.

This new approach frees up one page each month for other types of information. Consequently, from now on, the "Activities" page will contain a variety of different kinds of information of interest to paper merchants and their suppliers, much of which is taken from the U.S. Department of Commerce, the Bureau of Labor Statistics, the Census Bureau, etc.

This month, recent movements in producer price indexes for industrial paper grades have been tracked, using the most up-to-date information available (see table).

INDUSTRIAL & PERSONAL SERVICE PAPER PRODUCER PRICE INDEX TRENDS BY SELECT COMMODITY GRADES

(Index Base 1967 = 100 Unless Otherwise Noted)	End of Year:	End of Month: 1985		
	1984	Sept.	Oct.	Nov.
TYPE PAPER				
Total Industrial Paper (Converted Paper & Paperboard Products)	289.3	286.2	286.5	285.4
—Sanitary Tissue Health Products(1)	104.7	106.2	106.7	106.1
—Grocers' & Variety Bags (Paper)(2)	134.1	131.2	137.8	137.5
—Specialty Bags & Liners(2)	99.0	98.7	98.1	98.4
—Gummed Sealing Tape	277.8	276.4	277.1	275.8
—Envelopes(3)	—	99.8	99.0	99.0
—Rolls for Adding Machines & Other Business Machines	307.4	278.6	278.6	278.6
—Pressure Sensitive Products(4)	106.6	106.3	107.1	107.4

(1) 6/83 = 100 (2) 12/83 = 100 (3) 12/84 = 100 (4) 12/82 = 100

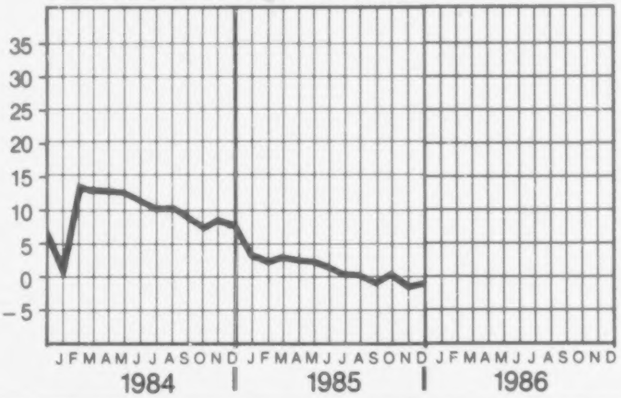
Source: U.S. Dept. of Labor, Bureau of Labor Statistics, Producer Price Indexes.

SUMMARY NATIONAL TREND INFORMATION: 1984 TO PRESENT

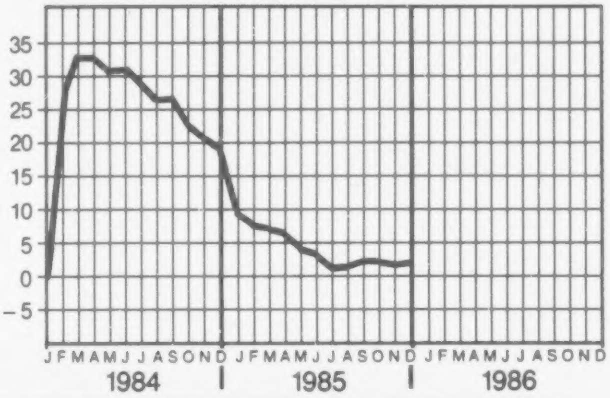
SALES INFORMATION

YEAR-TO-DATE SALES PER SELLING DAY AS A PERCENTAGE OF PREVIOUS YEAR'S YEAR-TO-DATE SALES PER SELLING DAY

INDUSTRIAL PAPER SALES NATIONALLY



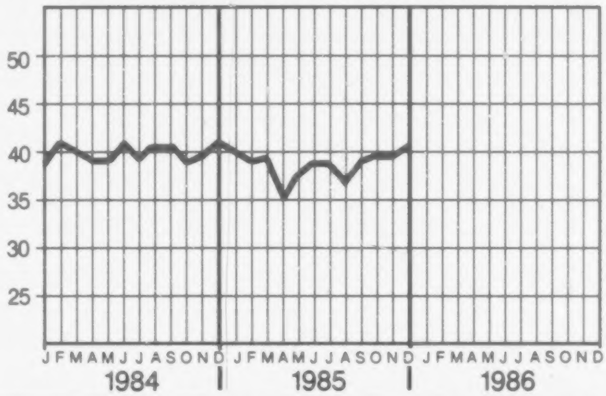
PRINTING PAPER SALES NATIONALLY



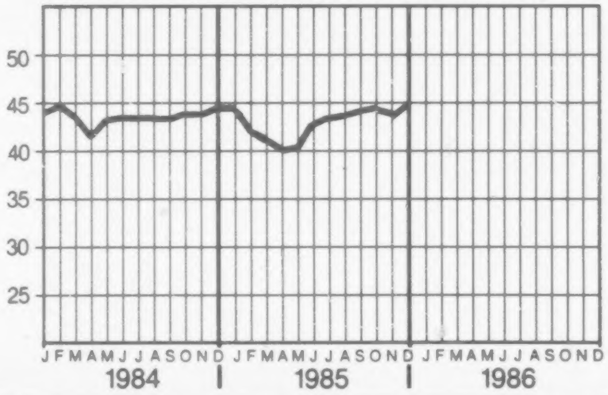
RECEIVABLES INFORMATION

DAYS OUTSTANDING—ACCOUNTS AND NOTES RECEIVABLE FROM PAPER SALES AT END OF EACH MONTH (IN CALENDAR DAYS)

INDUSTRIAL PAPER RECEIVABLES NATIONALLY



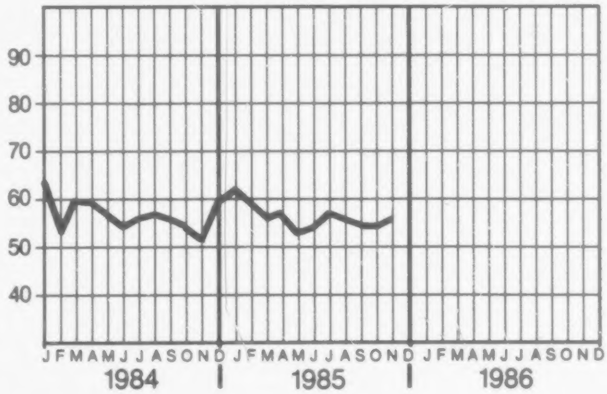
PRINTING PAPER RECEIVABLES NATIONALLY



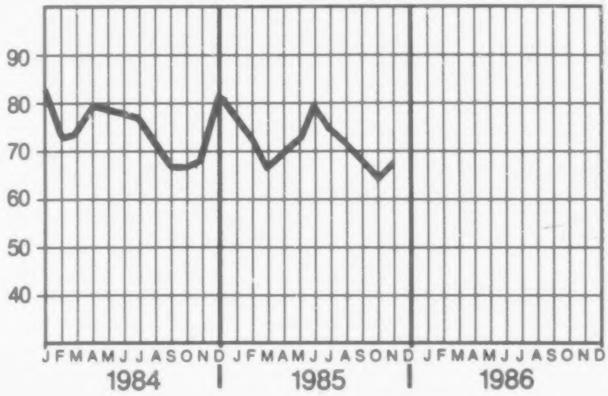
INVENTORY INFORMATION

CALENDAR DAYS COST OF ENDING MONTHLY INVENTORY (FIFO) (IN CALENDAR DAYS)

INDUSTRIAL PAPER INVENTORY NATIONALLY



PRINTING PAPER INVENTORY NATIONALLY



PHONE SUCCESS

Every sales rep knows that the telephone is a poor substitute for face-to-face communication. Research has shown that the spoken word carries only 40% of our available means of communication and so that much less effective. There are some obvious challenges for the phone sales person.

Because of the "incomplete" nature of the communication, telephone sales people must make their information extremely clear. Here are some tips those using the phone should follow:

- *Avoid incomplete presentations.*
- *Avoid being too technical. Remember, the person on the other end doesn't have diagrams to follow.*
- *Ambignity can come back to haunt you.*
- *Listen carefully—you'll need the information the other party is giving to make the sale.*
- *Never assume that the customer knows* any *of the details of the product or service you sell.*
- *To be certain, restate any arrangements agreed to.*

CHANGE OF ADDRESS

Do not miss one issue of NPTA *Management News* magazine. Please notify us *prior* to your relocation so that we may change our records.

Forward changes to:
Circulation Manager
NPTA Management News
111 Great Neck Road
Great Neck, NY 11021

Change date:
☐ *immediately*
☐ *future* ______________________
date

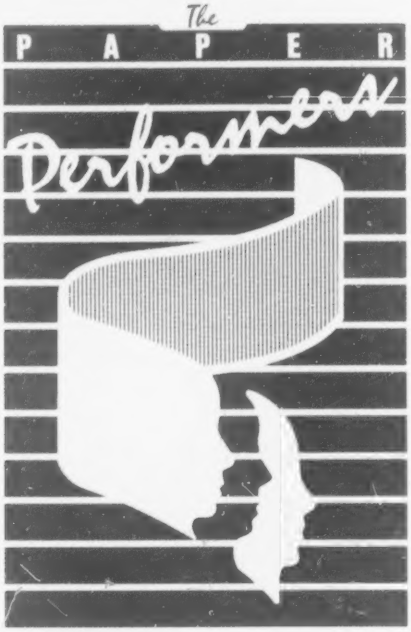
Use the mailing label from the cover of this issue of *MN:*

Place Label Here

New address:

Name ______________________ Title ______________
Company ______________________
Street Address ______________________
City ______________________ State __________ Zip __________
Signature ______________________ Date __________

NATIONAL PAPER TRADE ASSOCIATION, INC.



The 1986 Annual Convention

AND PAPER/PLASTICS AND ALLIED PRODUCTS

Exposition

September 13-16, 1986
Sheraton-Boston Hotel, Boston, Massachusetts

Paper distributors from every state in the Union and 16 foreign countries will meet in Boston for the major event of the year: NPTA's Annual Convention and Paper/Plastics and Allied Products Exposition.

Plan on being there for important workshops and seminars, a chance to meet the leaders of the industry, share ideas, and learn what's new on the market for paper distributors.

Expo '86 will feature paper, plastic and related products including health care disposables, retail and industrial packaging, food service items, sanitary supplies and equipment, non-wovens, foils, tapes, wraps and other specialties. Computer hardware and software designed specifically for paper distributors will also be displayed.

Don't miss NPTA's Convention and Expo '86—The Show, The Meetings, the Special Events...all waiting for you in Boston!

Exposition Management:
Scherago Associates, Inc.
1515 Broadway
New York, New York 10036
(212) 730-1050

Sponsoring Organization:
National Paper Trade Association, inc.
111 Great Neck Road
Great Neck, New York 11021
(516) 829-3070

NPTA®

A Worldwide Organization of Paper Distributors

CHAIRMAN'S CORNER

Who's Not in Who's Who?

This issue of *Management News* is yet another significant step forward for our magazine and our Association. *Who's Who in Paper Distribution,* the roster of our membership, now comes to you in this timely and convenient form. Publishing it in this issue is in unison with the beginning of NPTA's fiscal year. How many times in the coming months will you find this concise reference helpful? How might it be further improved to be even more helpful to you? Let Bill Frohlich, our editor, know. He is responsive to our needs. *Management News* has truly developed into the leading management magazine in our industry. It is read by our members and by many other people of influence in our industry.

You may have had manufacturers representatives comment to you about something they have read in *MN*. Members of the Manufacturers Representatives of America all now subscribe to *MN* as a direct benefit provided by their own association. We welcome their support and participation. We also welcome the support of the many printing and industrial paper manufacturers in our industry that subscribe to *MN* and benefit from its content.

To all of you who have seen our magazine grow and our association continue to improve, I have a question and a request. The question is, who do you know that could be listed in *Who's Who* and is not? Small distributor, large distributor, retail packaging specialist, food service specialist, printing paper specialist or otherwise described paper merchant distributor?

And my request is, can you help us invite them to join our association? Not for your benefit or our benefit but for *their* benefit. Can you put the membership application enclosed in this magazine to work? Would you like more? If you can respond to my question and my request, I would welcome a letter from you. Write me or write Richard Lerman at NPTA headquarters. Let's reach out and share a good thing.

R W Abrams

Richard W. Abrams
NPTA Chairman

EVENTS

MARCH

9–12. *Paper Week. Waldorf Astoria, New York, NY. Contact API.*

20–23. *Second Annual NPTA YEF Mid-Year Executive Conference, The Registry Resort, Scottsdale, AZ. Contact NPTA.*

APRIL

7–11. *Printech Week. Rochester Institute of Technology, Rochester, NY. Contact NPTA.*

28–May 2. *NPTA Committee Week. Four Seasons Olympic Hotel, Seattle, WA. Contact NPTA.*

MAY

5–9. *Paper Distribution Management Development Program. Miami University, Oxford, OH. Contact NPTA.*

20. *Managing Customer and Product Line Profitability—A Key To Survival and Growth in the 80s. Minneapolis, MN. Contact NPTA.*

Industrial Paper Sales Compensation

National Paper Trade Assn., inc.
111 Great Neck Road
Great Neck, NY 11021

Please send me _____ copy(s) of **INDUSTRIAL PAPER SALES COMPENSATION** at $40.00 each plus $2.00 shipping and handling per copy.
☐ Check enclosed
☐ Bill my company

For International Mailing: $40.00 plus $4.00 shipping—please enclose check (all funds in U.S. dollars drawn on a U.S. bank)

Name ______________________
Title ______________________
Company ______________________
Street Address ______________________
City ______________________
State ______________ Zip ______________

APPLICATION FOR MEMBERSHIP

NATIONAL PAPER TRADE ASSOCIATION, inc.

111 Great Neck Road, Great Neck, N.Y. 11021
(516) 829-3070

(Please Type)

Name of Firm ____________________

Street ____________________ Telephone (AREA CODE) ____________________

City ____________________ State ____________ Zip Code ____________

Proprietorship ☐ Partnership ☐ Corporation ☐

Business established: ____________ YEAR Approximate size of warehouse: ____________ SQ FT

Type of House: Printing ☐ Industrial ☐ Dual ☐

Percentage of Annual Volume: Printing Papers ___% Industrial ___%

Branches with warehouses: *(If your firm has more than two warehouse locations, please attach a listing of all warehouse sites.)*:

1. ____________ MANAGER ____________ ADDRESS
____________ TELEPHONE (INCLUDE AREA CODE)
____________ CITY ____________ STATE ____________ ZIP CODE ____________ WAREHOUSE SIZE sq. ft.

2. ____________ MANAGER ____________ ADDRESS
____________ TELEPHONE (INCLUDE AREA CODE)
____________ CITY ____________ STATE ____________ ZIP CODE ____________ WAREHOUSE SIZE sq. ft.

Executives:

President ____________________
Vice President ____________________
Vice President ____________________
Sales Manager ____________________
Treasurer ____________________
Other ____________________

Employees:

	NUMBER
Executives (includes owners, partners, full time officers)	
Inside Salesmen	
Outside Salesmen	
Office	
Warehouse and Delivery	
Other	
TOTAL	

Annual Sales Volume — Latest Prior Year:

Printing Papers	$
Industrial Papers	$
Other	$
TOTAL	$

(over)

Lines:

List names of mills and converters whose lines applicant normally sells:

1. ____________________	6. ____________________
2. ____________________	7. ____________________
3. ____________________	8. ____________________
4. ____________________	9. ____________________
5. ____________________	10. ____________________

Reference:

Applicants for membership must have a reference member of NPTA. If you do not have a reference, please contact NPTA so one can be obtained.

Name of Reference: ____

Company: ____

City, State: ____

Membership Fees:

Annual dues (fiscal year March 1 - February 28)

Optional Information:

Please approximate your annual sales volume in the following categories
(either in dollars or as a percent of sales):

Industrial packaging ________________	Health care disposables ________________
Retail packaging ________________	Printing Papers ________________
Food Service ________________	Other ________________ (SPECIFY)
Sanitary supplies and equipment ________________	

Signature of individual filing application:

____

Title ____________________ Date ____________________

A. By-laws Requirements — Article III

Section 1. The membership of the Association shall be composed of merchant distributors of paper, paper products and/or packaging materials as defined in Section 2 of this Article.

Section 2. A merchant distributor is defined as follows: A person, firm or corporation in the paper distributing trade maintaining a representative warehouse stock of paper and related items customarily carried by paper merchants, and engaged in whole or in substantial part in the distribution of the lines of paper, paper products and/or packaging materials usually distributed by said trade for a period of at least one year.

Section 3. Application for membership bearing the reference of at least one member of the Association shall be made to the Director of Membership in writing, and shall be subject to approval by the Executive Committee, whose action shall be final.

B. Procedure for Membership Application

1. The applicant must fully complete this membership application form, which must be signed by an authorized representative of the applicant.
2. The name of a reference member of the Association must be placed in the space provided on the application form before the application will be considered complete. If you do not have a reference, the Association will help you obtain one.
3. The completed application should be mailed to the National Paper Trade Association, Inc., 111 Great Neck Road, Great Neck, N.Y. 11021.
4. Upon receipt of an application fulfilling the foregoing requirements, pertinent information included on the Official Application Form will be submitted to the Executive Committee of the Association, which will determine acceptability of the application.
5. The applicant will be notified promptly of the receipt of the application by the Association, and subsequently of acceptability.

C. Initial Dues

1. Notice of approval of a membership application by the Executive Committee will be accompanied by an invoice for the initial dues period.
2. The dues invoice must be paid within 10 days after receipt by applicant, and until such payment, admission to membership will not be considered to be complete.

D. Annual Dues

Annual dues as assessed by the Board of Directors are billed at the beginning of each fiscal year of the Association, and are payable in advance for such year.

NPTA LEADERS SERVING THE INDUSTRY

Executive Committee of the Board of Directors

Richard W. Abrams
West Coast Paper Company
Seattle, WA
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Francis J. Houlihan
Fleetwood Paper Company
Franklin Park, IL
First Vice Chairman—Industrial
Frederick J. Stabbert
Zellerbach Paper Company
San Ramon, CA
Second Vice Chairman—Printing
James B. Brame, Jr.
Brame Specialty Company
Durham, NC
Treasurer
Frank J. Viegas
The Dowd Company
Woburn, MA
Past Chairman

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St. Louis, MO
Lawrence S. Pollock, Jr.
Pollock Paper Distributors
Dallas, TX
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Marks Paper Company
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LaSalle, Quebec
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Kirk Paper Company
Los Angeles, CA
Gene Shelton
Sunclipse Inc.
Montebello, CA
James J. Swearingen
Paper Corporation of America
Wayne, PA

Richard W. Abrams

Francis J. Houlihan

Frederick J. Stabbert

James B. Brame, Jr.

Frank J. Viegas

John J. Buckley, Jr.

Term Expiring 1986
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Grayco Products Corp.
Westbury, NY
George Jewett
Mead Merchants/Chatfield Paper
Cincinnati, OH
Herschel Maltz
Century Papers Inc.
Houston, TX
Richard A. Reeves
Hammermill Distribution Group
Erie, PA

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Printing Paper Division
Frederick J. Stabbert
Education and Training
William G. Ochsner
Management Information
William C. Powell
Young Executives Forum
Michael K. Olthoff
Long Range Planning
John W. Dietel
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Paul Hirsch

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Bookkeeper
William H. Frohlich
Vice President Communications
Linda Guttman
Administrative Assistant
Geraldine Hislop
Administrative Assistant
John S. LaRosa
Director of Research
Richard J. Lerman
Director of Marketing
and Membership Services
Bruce H. Linden
Director of Education and Training
Carole B. Morgenthal
Administrative Assistant
Joann Simberlund
Production Manager
F. Berneice Underwood
Executive Assistant
Michael B. Weir
NPTA Legal Counsel

A

"A" Sales, Inc. (D)
1955 Dallas Trade Mart
DALLAS, TX 75207
214 748-2193
C.M. (SONNY) SANDERFORD, Vice President

AAA Papers
(see Marvin Envelope and Paper Company)

AA Supplies Inc. (I)
656 Atkins Avenue
BROOKLYN, NY 11208
718 257-8400
AARON H. WEISS

A & M Tape & Packaging Inc. (I†)
1391 N.W. 65th Avenue
PLANTATION, FL 33313
305 792-2870
PAUL MENDELSOHN, President and Vice President
PHYLLIS MENDELSOHN, Treasurer

Abana Products, Inc. (I†)
2500 N. Pulaski Road
CHICAGO, IL 60639
312 227-1300
ABBIE C. PUSHECK, President
JAMES E. DOPP, Executive Vice President
WARING S. JENKINS, Vice President Sales

BRANCH:

ROCKFORD, IL 61101 (I†)
815 962-6646
121 Loomis Street
JACK E. PARKINSON, Vice President/Branch Manager

Acme Pacific Paper Co., Inc. (I†)
20 South Idaho
SEATTLE, WA 98134
206 623-7050
DENNIS M. REILLY, President
NANCY CORSON REILLY, Vice President
DANIEL TIERMAN, Sales Manager

Acme Paper & Supply Co., Inc. (I†)
8229 Sandy Court
SAVAGE, MD 20763
301 792-2333
EDWARD ATTMAN, President
RONALD ATTMAN, Executive Vice President
DAVID ATTMAN, Vice President
STEVEN ATTMAN, Vice President
MILDRED ATTMAN, Secretary, Treasurer
JAMES HARE, Director of Marketing
RON SLESS, Manager Food Service Accounts

Acorn Paper & Restaurant Supply Co. Inc.
3300 Sutherland Avenue
INDIANAPOLIS, IN 46218
317 924-6345
AL WACHTER, President
JAY BERGIDA, Vice President

Ada Paper Co.
(see Fort Smith Paper Co.)

Adams, C.A. & Son, Inc.
(see Caskie Paper Company, Inc.)

Adelco Supply Co. Inc.
(see Balpex Inc.)

Advance Paper & Chemical Company
(see Carter Rice)

Advance Paper Company (†)
1504 E. 34th Street
P.O. Box 72637
CHATTANOOGA, TN 37407
615 622-5126
R. BRYSON LESLEY, President

Advance Paper Company, Inc. (I†)
444 Port Street
P.O. Box 52976
NEW ORLEANS, LA 70152
504 943-5591
JOHN T. BAUER, President
ROBERT C. MOREL, Executive Vice President
BESS L. GRECO, Secretary, Treasurer
JOSEPH V. DI ROSA, Vice President
JERRY RADOSTI, Vice President of Sales
LENNY RAYMOND, General Sales Manager
ALICIA SOTO, Purchasing Agent
RAY KENNEY, Purchasing Agent

Affiliated Paper Companies, Inc. (I)
1101 Greensboro Avenue Ste. 202
TUSCALOOSA, AL 35401
205 345-4180
ROBERT E. KEITH, President, C.O.O.
E.G. WILLIAMS, Chairman of the Board
JACK L. MATHEWS, Vice President Sales/Marketing
MELVIN A. CRISWELL, Vice President, C.F.O. Secretary/Treasurer
ROBERT E. LYNN, Vice President Vendor Relations and Group Operations
WILLIAM E. RICHESON, National Marketing Service Manager

BRANCHES:

Anniston Paper & Supply Company (I)
ANNISTON, ALABAMA 36201
205 236-5621
19 West Ninth Street
P.O. Box 1058
STEVE KEITH, Manager

Charleston Paper Company (I)
CHARLESTON, SC 29407
803 556-2350
232 Albemarle Road
P.O. Box 30099
DENNIS G. KITTELSON, Manager

Florida Paper Company (I)
JACKSONVILLE, FL 32205
904 783-0040
5636 West Fifth Street
P.O. Box 37090
PETER A. BOURAS, Manager

Gadsden Paper & Supply Co. (I)
GADSDEN, AL 35902
205 492-5632
2318 E. Broad Street
P.O. Box 427
ROBERT B. HUNTER, JR., Manager

Charlotte Paper Company (I)
CHARLOTTE, NC 28216
704 392-8306
4135-A Chesapeake Drive
P.O. Box 16464
MICHAEL F. HAMRICK, Manager

Columbia Paper Company (I)
COLUMBIA, SC 29201
803 799-8860
715 Rosewood Drive
P.O. Box 951
MICHAEL F. HAMRICK, Manager

Lind Paper Company (I)
DALLAS, TX 75247
214 638-3350
2399 West Commerce Street
Lone Star Park (Zip: 75212)
P.O. Box 47787
W. CHARLES SHELBY, Manager

Lind Paper Company (I)
FORT WORTH, TX 76101
817 831-0091
3801 Austin Lane
P.O. Box 285
BOB SEALE, Manager

Lind Paper Company (I)
WACO, TX 76703
817 752-9223
824 South Third Street
P.O. Box 462
BOB SEALE, Manager

Redstone Paper Company (I)
HUNTSVILLE, AL 35805
205 837-6740
1002 Putman Drive, N.W.
P.O. Box 5127
J.B. SMITH, Manager

Warrior Paper & Supply Company
TUSCALOOSA, AL 35403
205 553-3488
Clements & Buttermilk Roads
Cottondale, Alabama 35453
P.O. Drawer 1130
DON STRICKLAND, Manager

McMURRAY, PA 15317 (I)
412 391-7496
P.O. Box 931
GEORGE F. PONCHE, Eastern Division Sales Manager

GUILFORD, CT 06437 (I)
203 453-1085
669 Boston Post Road, Office B
VERNON J. MOYER, Regional Sales Manager

SCHAUMBURG, IL 60195 (I)
312 882-4530
# 1 Woodfield Lake, Suite 102
JOHN P. SEMPRINI, Regional Sales Manager

LAFAYETTE, CA 94549 (I)
415 283-7513
3470 Mt. Diablo Blvd., Suite A150
GEORGE VAN FOSSEN, Western Division Sales Manager

DALLAS, TX 75234 (I)
214 243-0987
2925 LBJ Freeway, Suite 180
RICHARD V. VARELA, Regional Sales Manager

JACKSONVILLE, FL 32210 (I)
904 384-5618
Suite 1, 4163 Oxford Avenue
Oxford Professional Building
P.O. Box 110, Ortega Station
FORD WILLIAMS, Regional Sales Manager

Aguerrerere Y Cia, S.A.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Alaska Paper Co., Inc.
(see West Coast Paper Company)

Alcor Envelope Company, The
(see Alling and Cory)

Aldine Paper Company — New York
(see Gould Paper Corporation)

Alfred Quaife & Co. Ltd.
Ennerdale House
273 Abbeydale Road
WEMBLEY, MIDDLESEX HA0 1PZ
Tel. 01-998-7725

Allan & Gray Corp. (P)
111 Eighth Avenue
NEW YORK, NY 10011
211 741-5522
ELWYN LIEBERMAN, President
EDWARD J. SCHMIDT, Vice President
LOREN LIEBERMAN, Vice President

LINDA LIEBERMAN, Vice President/Administration
KAREN HERRING, Vice President, Purchasing

Allard, Eugene Ltee.
(see Balpex Inc.)

Allchin Paper Co. (D†)
61 School St.
P.O. Box 27
VICTOR, NEW YORK 14564
716 924-7144
JUSTIN F. ALLCHIN, President
JEFFREY M. ALLCHIN, Sales Manager
JOHN L. ALLCHIN, Purchasing

Alliance Paper and Packaging Co. Inc.
(see Bunzl Corporation)

Allied Paper Co., Inc.
(see West Coast Paper Company)

Allied Paper Products Company (I†)
983 New Durham Road
EDISON, NJ 08817
201 287-1334
LEONARD M. GRINDLINGER, Chairman
LEWIS H. GRINDLINGER, President
JOHN GRINDLINGER, Secreteray-Treasurer
HARVEY KESSLER, Vice President

Alling and Cory (D†)
P.O. Box 540
ROCHESTER, NY 14602
716 454-1880
RICHARD M. HARRIS, JR., Chairman of the Board & Chief Executive Officer
J. L. NEVILL SMYTHE, President & Chief Administrative Officer
ALLAN THOMAS, Vice President/Secretary
PAUL C. CARNEY, Vice President, Industrial Papers & Packaging
BARRY YAGNESAK, Vice President, Corporate Purchasing Manager
WILLIAM C. POWELL, Treasurer
S. THOMAS HUBBARD, JR., Assistant Vice President

DIVISIONS AND BRANCHES:

ALBANY, NY 12206 (D†)
518 489-4416
45 Industrial Park Road
P.O. Box 6320
West Albany Industrial Park
ERIC A. WEBER, Vice President & General Manager

ALLENTOWN, PA 18001 (D†)
215 395-4200
Iron Run Industrial Park
P.O Box 2624
RANDOLPH W. HOFFMAN, Vice President & General Manager

BUFFALO, NY 14205 (D†)
716 852-7200
P.O. Box 982
STANLEY S. ELLSON, Vice President & General Manager

CLEVELAND, OH 44111 (D†)
216 251-3600
12555 Berea Road
ROBERT J. LYONS, Vice President & General Manager

ERIE, PA 16505 (D†)
814 838-3535
P.O. Box 8039
DENNIS N. DEL PRINCE, General Manager

FAIRMONT, WV 26554 (D†)
304 363-6500
Sixth and Beltline
PHILIP L. ANDRICK, General Manager

HARRISBURG, PA 17105 (D†)
717 761-6064
P.O. Box 3037
LEONARD F. SHEAFFER, Vice President & General Manager

HOUSTON, TX 77060 (†)
713 847-5115
Industrial Packaging Systems
16740 Hedgecroft, # 400
ERIK C. WOODS, Sales Manager

LONG ISLAND CITY, NY 11101 (P†)
212 784-6200
30-35 Thomson Avenue
PHILIP W. SEEFRIED, Vice President & General Manager

Industrial Packaging Systems (I)
BRIDGEPORT, CT 06610
203 336-9005
1100 Boston Avenue Industrial Park
W. CRAIG MEREDITH, Sales Manager

PHILADELPHIA, PA 19132 (P†)
215 223-7700
1300 W. LEHIGH AVENUE
JOHN P. MADDOCK, Vice President & General Manager

Industrial Packaging Systems — Technical Papers (I†)
PHILADELPHIA, PA
215 639-9900
State Road and American Drive,
Bensalem, PA 19020
MICHAEL L. TEDOR, Vice President & General Manager

PITTSBURGH, PA 15233 (D†)
412 734-2000
2920 New Beaver Avenue
ROBERT E. BLACK, Vice President & General Manager

ROCHESTER, NY 14602 (D†)
716 454-1880
P.O. Box 540
GILMAN PERKINS, Vice President & General Manager

SCRANTON, PA (D†)
717 342-0213
Rocky Glen Road
R.D. 2 Box 601A
Avoca, PA 18641
ERIC A. WEBER, Vice President & General Manager

SYRACUSE, NY 13221 (D†)
315 432-1200
P.O. Box 4887
ERIC A. WEBER, Vice President & General Manager

TOLEDO, OH
419 891-0711
1345 Tomahawk Drive
Maumee, Ohio 43537
ROBERT J. LYONS, Vice President & General Manager

UTICA, NY 13503 (D†)
315 736-0111
P.O. Box 60
ERIC A. WEBER, Vice President & General Manager
DONALD P. JOHNSON, Operations Manager

WHEELING, WV (D†)
614 676-8643
P.O. Box 158
Bellaire, OH 43906
EDGAR M. SHALLCROSS, JR., Manager

SUBSIDIARIES:

Alcor Envelope Company, The (†)
HAMBURG, NY 14075
716 648-5850
P.O. Box 588
CHARLES J. GERBER, JR., President

Alpine Paper Company (P†)
5112 28th Avenue
P.O. Box 5087
ROCKFORD, IL 61125
815 229-3050
GEORGE FAMIGHETTE, President & Treasurer
MARIJANE FAMIGHETTI, Secretary
DAVID ADAMS, Executive Vice President
RONALD GRAHF, Operation Manager

Ambrose Inc. (D)
700 E. Maple Road # 303
BIRMINGHAM, MI 48011
313 644-4500
FRANK J. AMBROSE, President
CHARLES V. FISCHER, Sales Manager
TIMOTHY M. BAIER, Vice President-Operations
MARILYN S. KELLER, Treasurer

American Fine Paper (P)
P.O. Box 2638
APPLETON, WI 54913
414 733-6100
DAVID S. GRAYSON, President
BETH STURK, Officer Manager

American Paper Co. (P)
649 E. Mandoline
MADISON HEIGHTS, MI 48071
313 585-9400
DAVID H. HAUSER, President & Treasurer
BERNARD K. IRWIN, Executive Vice President & Secretary
ROBERT A. WHEELER, General Manager

American Paper Corp. (P)
Escorial Street # 18
GPO 3304
SAN JUAN, PUERTO RICO 00936
809 782-8614
SERAFIN E. INCLAN, President, Treasurer
JULIAN S. INCLAN, Executive Vice President
JORGE L. INCLAN, Vice President-Sales

American Paper & Twine Company (I)
P.O. Box 90348
7149 Centennial Blvd.
NASHVILLE, TN 37209
615 383-1101
RUDY SAPERSTEIN, Chairman
ROBERT S. DOOCHIN, President

Anchor Paper Company (D†)
480 Broadway
P.O. Box 3648
SAINT PAUL, MN 55165
612 298-1311
HAMEL F. (HAM) HARTINGER, Chief Executive Officer
PAUL KULENKAMP, President
CHUCK OLSON, Vice President, Sales
DONALD A. NOWAK, Vice President
DEAN HISERRODT, Vice President, Finance

Andrews/Nelson/Whitehead (P†)
31-10 48th Avenue
LONG ISLAND CITY, NY 11101
212 937-7100
JOHN J. DORTON, General Manager
JAMES K. CHAPMAN, General Sales Manager
VERA G. FREEMAN, Manager, Art Paper Department
MICHAEL COSTA, Operations Manager

Andrews Paper House of York, Inc. (P†)
351 East Street
P.O. Box 1227
YORK, PA 17405
717 846-8816
JAMES R. STRAYER, President & Treasurer
PATRICIA K. STRAYER, Vice President
ELMER M. MORRIS, Secretary
KEVIN M. GABLE, Sales Manager

Anniston Paper & Supply Company
(see Affiliated Paper Companies)

Antietam Paper Company, Inc. (D†)
106 Oakmont Drive
HAGERSTOWN, MD 21740
301 739-0600

B

HUGH H. SCHINDEL, President-Treasurer
RAYETTA J. SCHINDEL, Vice President-Secretary
DONALD BLACKSTOCK, Purchasing Agent
MICHAEL K. SCHINDEL, Sales Manager

Apache Paper Co. (I†)
285 E. Fillmore Avenue
ST. PAUL, MN 55107
612 227-7261
JOSEPH L. ADRIAN, President
CHUCK ROOS, Director of Marketing
JOHN TANCABEL, Director of Corporate Development

Aquatex Paper Corp.
(see Robert Paper Co., Inc.)

Arjomari (D†)
66/68 rue du Dessous des Berges
75013 PARIS, FRANCE
PHILLIPPE BEYLIER, General Manger
ARMAND ZARET, Business Development Manager

Arkansas Bag & Equipment Co.
(see Bancroft Paper Company)

Arrow Paper Corporation (I†)
29 Harding Street
SOMERVILLE, MA 02143
617 876-6950
ACHILLES C. PENNA, Treasurer & Chief Executive Officer
ROBERT C. PENNA, President
RICHARD C. PENNA, Vice President & Clerk
SAMUEL M. ROBERTO, Vice President

Arrow Paper & Supply Co., Inc. (I†)
237 Otrobando Avenue
P.O. Box 103
YANTIC, CT 06839
203 886-5141
DONALD DAREN, President
STEVEN DAREN, Vice President
SELMA DAREN, Secretary & Executive Vice President
STEVEN TEDISKY, Vice President of Food Division
GEORGE LEON, Sales Manager

Arvey Paper & Supplies (D)
3351 W. Addison
CHICAGO, IL 60618
312 463-6423
DAVE GRUENEWALD, Vice President, General Manager
DENNIS EWASIUK, Vice President, Operations Manager
JOE REGENSTEIN, III, Vice President, Marketing
WILLIAM O'GRADY, Controller

A. Ashkar Sales Co., Inc. (I)
P.O. Box 433
10 Crowley Avenue
NORTH ADAMS, MA 01247
413 663-5301
AYOOB B. ASHKAR, President
DAVID C. ASHKAR, Vice President
CAREN A. ASHKAR, General Manager

Associated Paper & Supply, Inc. (I†)
7173 Covington Highway
LITHONIA, GA 30058
404 482-7485
JIM D. KENT, Chairman of the Board
MICHAEL E. WILLIAMS, President
TOM GAILMARD, Vice President of Finance & Purchasing
RONNIE KENT, Vice President of Marketing
RONNIE MAXWELL, Vice President-Manufacturing
ALAN KENT, Vice President-Party Division

BRANCH:

TAMPA, FL 33624 (I†)
813 961-6659
4122 Gunn Highway
MICHAEL T. DEADY, General Manager
SUZANNE T. DEADY, Office Manager

Athens Paper Company (D†)
1898 Elm Tree Drive
P.O. Box 100835
NASHVILLE, TN 37210
615 889-7900
M. H. CHAMBERLAIN, JR., Chairman of the Board
W. DONALD JENKINS, JR., President
T. M. KELLY, Executive Vice President & Director of Sales
JIM BLEVINS, President, Publishing Division
GILBERT DOUGLAS JR., Sales Manager, Fine Papers
JOSEPH J. DURKIN, Sales Manager, Industrial Papers

BRANCHES:

CHATTANOOGA, TN 37421 (D†)
615 894-9668
5908 Quintus Loop
JAMES E. PORTER, Manager

LEXINGTON, KY 40505 (D†)
606 231-8800
2061 Buck Lane
KEITH GRIZZ, Manager

LOUISVILLE, KY 40214 (D†)
502 361-3835
7855 National Turnpike
Louisville Industrial Center
JAMES F. SHAFFERMAN, Manager
BARRY W. LUGAR, Sales Manager

HUNTSVILLE, AL 35758 (D†)
205 772-8500
9312 Highway 20 West
KEN BOLLING, Manager

Atlantic Container Division
(see Virginia Packaging Supply Company)

Atlantic Paper Company (P†)
430 Feheley Drive
KING OF PRUSSIA, PA 19406
215 277-7200
THOMAS J. (JAY) HARE, III, Chief Executive Officer
GEORGE A. SHORB, President
JANANNA L. ANDERSON, Secretary
JAMES W. BUSH, Sales
KENNETH R. GOETZE, Vice President, Sales
RONALD WENTZ, Sales
FRANCES COADY, Customer Service
MARY MARCH, Customer Service

Atlantic Papers (I)
54 West Dane Street
BEVERLY, MA 01915
617 922-1296
LUCIA A. CLEMENZI, Owner-President
JOHN A. CLEMENZI, Vice President & General Manager
PETER J. CLEMENZI, Assistant Vice President & Sales Manager

Atlas Paper Company (I†)
220 Garfield Avenue
WOBURN, MA 01801
617 729-8750
P.O. Box 2186
Woburn, MA 01888
DAVID E. COHEN, President & Treasurer
ANDREW S. FINKEL, Vice President, Marketing
MICHAEL FINN, Clerk, Vice President
DAVID WASSERMAN

Augusta Paper Company
(see Bancroft Paper Company, Inc.)

Aussedat Rey (P)
1 rue du Petit Clamart
Velizy Villacoublay Cedex
FRANCE 78141
STANISLAS GASIOROWSKI, Vice President

DIVISION:

Papeteries De France (P)
8 - 24 rue du Cheval Blanc - B.P. 198
93 501 Pantin Cedex
BERNARD LANG, Managing Director
SERGE ROUSSEL, Marketing Director

SUBSIDIARIES:

Codadip (P)
115 Avenue du President Wilson
93 210 La Plaine Saint Denis
JEAN BRION, Managing Director
PIERRE QUILLARD, Sales Manager

Papeteries J. Rezard (P)
21-23 boulevard de la Muette
95 141 Garges les Gonesse
JACQUES REZARD, Managing Director
PIERRE LAMBERT, Sales Manager

Aussedat Rey, Inc. (D)
1200 Ashwood Parkway
Suite 350
ATLANTA, GA 30338
CHRISTIAN LE CONTE DE POLY, President

Azerty
(see Inter City Papers Limited)

Baker Paper Company, Inc. (I†)
618 First Street SE
Box 429
CEDAR RAPIDS, IA 52406
319 366-2781
WILFRED E. (ZIP) ZIPPERER, President-Treasurer
LILLIAN K. ZIPPERER, Vice President-Secretary
DAVID W. ZIPPERER, Vice President
JAMES R. (RICK) BYRNE, Purchasing Agent

Baldwin Paper Co., Inc.
(see Paper Corporation of America)

Balpex Inc. (I†)
2065 Dundas Street East # 203
MISSISSAUGA, ONTARIO L4X 1M2
416 625-6750
ROB NAPPER, Past President
RICK SCOTT, President
WES COSMAN, Vice President
BILL NELSON, Treasurer
ANDRE PLOUFFE, General Manager

DIVISIONS:

Adelco Supply Co. Inc. (I†)
SCARBOROUGH, ONTARIO M1H 2V5
1-416-438-8233
1840 Ellesmere Rd.
WAYNE McMAHON

Eugene Allard Ltee (I†)
JONQUIERE, QUEBEC G7X 7W8
1-418-547-6654
2244 Rue Chapais
CHARLES ALLARD

L. Boucher Inc. (I†)
CHARLESBOURG, QUEBEC G1H 1L6
1-418-626-4038
237-71e Rue Est
PIERRE BOUCHER

Emballage Boudreault Ltee. (I†)
HULL, QUEBEC J8Y 3S3
1-819-777-1603
45 Adrien Robert
CLAUDE BOUDREAULT

Henri Bourgeois Inc. (I†)
TROIS RIVIERES, QUEBEC G9A 5K2
1-819-378-2757
2135 Bellefeuille C.P. 1001
LOUIS ST-YVES

Canway Paper Products Ltd. (I†)
KINGSTON, ONTARIO K7L 4X6
1-613-389-9023
640 Bath Rd.
CHARLES TUNCER

Cosmos Paper Products Ltd. (I†)
TORONTO, ONTARIO M6B 1P5
1-416-787-0261
90 Wingold Avenue
JOHN COLARIETI

Crawford Packaging Materials Ltd. (I†)
LONDON, ONTARIO N6A 4G9
1-519-433-0125
P.O. Box 2511 Terminal "A"
CLARENCE COVEY

Eastern Paper Division of EPC Industries Ltd. (I†)
SAINT JOHN, NEW BRUNSWICK E2L 4J3
1-506-657-5900
P.O. Box 1320
WES COSMAN

Bruce Edmeades Sales Ltd. (I†)
SOUTH KITCHENER, ONTARIO N2M 3P3
1-519-745-6888
367 Ottawa St.
BRUCE EDMEADES JR.

G.T. French Paper Ltd. (I†)
HAMILTON, ONTARIO L8N 3C8
1-416-527-1650
107 MacNab St. N.
BILL MARTIN

Groupex Distribution Inc. (I†)
MONTREAL, QUEBEC H1E 1K7
1-514-326-4800
7330 Ave. Rene Descartes
Rivieres Des Prairies
LUCIEN CHARLESBOIS

Kaumeyer Paper Ltd. (I†)
NIAGARA FALLS, ONTARIO L2E 6V3
1-416-295-4361
Cummington Sq.
P.O. Box 480
JOHN BOSELA

L & E Paper Ltd. (I†)
BARRIE, ONTARIO L4N 3V7
1-705-728-8060
63 Morrow Road
RON E. LYNCH

Les Papeteries J.B. Rolland Ltee (I†)
VILLE MONT ROYAL, QUEBEC H4P 2J6
1-514-735-5661
8160 Royden Avenue
JACQUES ST-PIERRE

Merrill Enterprises (I†)
WINNIPEG, MANITOBA R3B 0V3
1-204-943-9000
740 The Grain Exchange Building
ROBERT NAPPER

Morgan Paper Co. Ltd. (I†)
TORONTO, ONTARIO M8Z 2R5
1-416-233-1165
209 Norseman St.
BILL O'BRIEN

Ernest Ouellet (1979) Inc. (I†)
MONT-JOLI, QUEBEC G5H 3K9
1-418-775-3557
136 Ave Doucet, C.P. 126
GASTON GAGNON

Rap-Id Paper and Restaurant Supply Ltd. (I†)
EDMONTON, ALBERTA T5G 2Y3
1-403-455-3166
11415-120 Street
BRIAN COLLINS
ANDY VANDERLEST

Rene Robitaille Inc. (I†)
BOUCHERVILLE, QUEBEC J4B 1V6
1-514-6[illegible]5-5650
100 Boul Marie Victorin
LEO R. ROBITAILLE

J & C Scott Brothers Ltd. (I†)
TORONTO, ONTARIO M1R 2T4
1-416-292-2421
42 Continental Place
RICK SCOTT

Smith Paper Limited (I†)
BURNABY, B.C. V3N 1Z2
1-604-525-9644
7168 - 14th Avenue
PAT MULHERN

Snelling Paper Ltd. (I†)
OTTAWA, ONTARIO K1B 3M5
1-613-745-7184
1410 Triole St.
DOUGLAS GRAHAM

Trimor Products Ltd. (I†)
WINNIPEG, MAN R3B 0L3
1-204-942-4201
146 Alexander Avenue
DONALD BUNNEY

Vaughan Paper Products Ltd. (I†)
NORTH BAY, ONTARIO P1B 2X3
1-705-474-2290
1410 Main St. W.
CHARLES VAUGHAN JR.

Baltimore-Warner Paper Co. (see Carter Rice)

Bancroft Paper Company, Inc. (I†)

1301 Bancroft Circle
P.O. Box 4783
MONROE, LA 71211
318 387-4305
GARDINER YOUNG, Chairman of the Board
F. SPEED BANCROFT, President
HARRELL LARY, Vice President/Director of Operations, ARK/LA/MISS Region
ROBERT McLAUGHLIN, Director of Operations, Texas
INA M. BATES, Secretary

BRANCHES:

MONROE, LA 71201 (I)
318 387-6590
2509 Gordon Avenue
P.O. Box 2925

SHREVEPORT, LA 71108 (I)
318 865-7132
6101 Courtesy Lane
P.O. Box 8609

ALEXANDRIA, LA 71301 (I)
318 442-0138
3707 Industrial Street
P.O. Box 5606

BATON ROUGE, LA 70895 (I)
504 926-0110
2130 Wooddale Boulevard
P.O. Box 15807

NATCHEZ, MS 39120 (I)
601 442-1407
Brenham and Aldridge Avenues
P.O. Box 1483

JACKSON, MS 39209 (I)
601 948-1000
4275 Industrial Drive
P.O. Box 10666

LAFAYETTE, LA 70501 (I)
318 232-0271
2606 Cameron Street
P.O. Box 3087

LAUREL, MS 39440 (I)
601 426-3234
Hwy. 84E (Victory Road)
P.O. Box 1857

TYLER, TX 75711 (I)
214 561-4828
4334 D.C. Dr.
P.O. Box 7472

BRANCHES — BANCROFT PAPER COMPANY OF TEXAS, INC.

AUSTIN, TX 78762 (D)
512 478-2567
2201 East Sixth Street
P.O. Box 6080

CORPUS CHRISTI, TX 78403 (D)
512 882-5695
2621 Lipan Street
P.O. Box 4185

HARLINGEN, TX 78550 (D)
512 423-4180
1410 West Jackson
P.O. Box 551

LUBBOCK, TX 79408 (D)
806 747-2877
2024 Avenue C
P.O. Drawer 71

MIDLAND, TX 79703 (D)
915 563-0032
2060 Market St.
Midland Industrial Park

SAN ANTONIO, TX 78218 (D)
512 826-7550
4514 Tejasco

WACO, TX 76710 (I)
817 754-0005
3115 Mary Street
Warehouse # 2

Bancroft Paper Company of Beaumont, Inc. (I)
NEDERLAND, TX 77627
713 727-2759
Twin City Highway North
P.O. Box 1328

Bancroft Paper Company of Fort Smith, Inc. (I)
FORT SMITH, AR 72901
501 783-5101
No. 70 South Sixth Street
P.O. Box 631

Bancroft Paper Co. of Greenwood (I)
GREENWOOD, MS 38930
601 455-4240
314 West Henry St.
P.O. Box 461

AFFILIATES:

Arkansas Bag & Equipment Co. (†)
LITTLE ROCK, AR 72209
501 568-0200
8001 Assembly Court
P.O. Box 9218

Augusta Paper Company (D)
AUGUSTA, GA 30903
404 724-0148
1239 D'Antignae
P.O. Box 816

Morris-Bancroft Paper Company
BRUNSWICK, GA 31520
912 265-3436
408 Community Road
P.O. Box 1598
PAUL DOUGLAS, President
REGINALD E. GRINER, Vice President
MICHAEL MORRIS, Director of Purchasing/Marketing

Barbecon Inc. (P)

Corporate Office
416 488-3434
Suite 1900
2300 Yonge Street
TORONTO, ONTARIO M4P 1E4
J.G. WESTAWAY, President

Barbecon Inc., National Retail Division (P†)

188 Eglinton Ave. East
Suite 303
TORONTO, ONTARIO
416 486-8334
M4P 2X7, CANADA
R.W. ABBOTT, General Manager

BRANCHES:

The Paper Shoppe (P†)
TORONTO, ONTARIO
416 593-7999
M5V 1E3, CANADA
482 Wellington Street West

The Paper Shoppe (P†)
MARKHAM, ONTARIO
416 474-0922
L3R 1B6, CANADA
256 Denison Street

The Paper Shoppe (P†)
MISSISSAUGA, ONTARIO
416 624-6665
L4W 2P5, CANADA
1515 Matheson Boulevard, Unit B-13

The Paper Shoppe (P†)
HAMILTON, ONTARIO
416 560-2090

B

L8H 7P4, CANADA
351 Nash Road North

The Paper Shoppe (P†)
LONDON, ONTARIO
519 685-3910
N5Z 3M7, CANADA
931 Leathorne Street

The Paper Shoppe (P†)
SCARBOROUGH, ONTARIO
416 292-1222
M1S 3S3, CANADA
50 Shorting Road

The Paper Shoppe (P†)
DOWNSVIEW, ONTARIO
M3J 2C9, CANADA
1101 Finch Ave. W.
Unit 19

The Paper Shoppe (P†)
VANCOUVER, B.C.
V5Y 1G4, CANADA
122 West 4th Avenue

The Paper Shoppe (P†)
CALGARY, ALBERTA
T2R 0B3, CANADA
735 10th Ave. S.W.

Le Marche de L'Imprimeur (P†)
MONTREAL, P.Q.
514 381-7622
H4N 2S7, CANADA
1625, rue Chabanel Ouest

Le Marche de L'Imprimeur (P†)
MONTREAL, QUEBEC
514 935-0671
H4C 2Z6, CANADA
1001, Lenoir

Le Marche de l'Imprimeur (P†)
MONTREAL-NORD, QUEBEC
514 324-8015
H1H 5A5, CANADA
9985, Avenue Lauzanne

Barber-Ellis, Division of Barbecon Inc. Western Division (P)
Suite 204, 10451 Shellbridge Way
RICHMOND, BRITISH COLUMBIA
604 273-7541
V6X 2W8, CANADA
D. R. BALL, Senior Vice President Western Division

BRANCHES:

WINNIPEG, MANITOBA (P†)
204 885-6648
R3J 3V7, CANADA
11 Saulteaux Crescent
GUY FRIGON, General Manager

REGINA, SASKATCHEWAN (P†)
306 545-7655
S4N 5V7, CANADA
210 Leonard Street
R. C. WEED, General Manager

CALGARY, ALBERTA
403 250-7850
T2E 6Z2, CANADA
2916-21st Street, N.E.
K. KILLE, General Manager

EDMONTON, ALBERTA (P†)
403 451-4764
T5M 1W7, CANADA
11450-149th Street
G. BALL, General Manager

VANCOUVER, BRITISH COLUMBIA (P†)
604 253-5231
V6A 3P5, CANADA
1125 Vernon Drive
F. T. HIGGINS, Vice President & General Manager

SASKATOON, SASKATCHEWAN (P†)
306 936-8899
S7K 3R8, CANADA
P.O. Box 1664, 838-56th Street East
R. FRIESEN, General Sales Manager

Barber-Ellis Fine Papers (P)
188 Eglinton Ave. East
Suite 305
TORONTO, ONTARIO
416 488-7501
M4P 2X7, CANADA
W. S. BROWN, Senior Vice-President Eastern Merchant Division

BRANCHES:

Barber-Ellis Fine Papers (P†)
TORONTO, ONTARIO
416 421-8270
M4H 1A6, CANADA
20 Overlea Blvd.
K. LANG, Vice-President and General Manager

DARTMOUTH, NOVA SCOTIA (P†)
902 463-0770
B3B 1N9, CANADA
110 Simmonds Drive
B.H. SQUIRE, General Manager

Fine Papers London (P†)
LONDON, ONTARIO
519 453-5870
N5V 3B9, CANADA
P.O. Box 6424, Station D
1669 Oxford St. East
A. D. CURRAN, Vice-President and General Manager

Fine Papers London (P†)
HAMILTON, ONTARIO
519 549-4184
L8H 7K6, CANADA
1840 Burlington Street East, P.O. Box 3154, Station C
DON WILLIAMS, Branch Manager

Fine Papers London (P†)
WINDSOR, ONTARIO
519 253-4628
N9A 6K1, CANADA
1085 Crawford Avenue, P.O. Box 161
R. PITT, Branch Manager

Paperterie Barber-Ellis
ST. LAURENT, QUEBEC
514 341-4730
H4T 1P7, CANADA
345 Montee de Liesse
A. CHOQUETTE, General Manager

Barkwell Paper Company, Ltd. (P†)
59 Bannister Road
WINNIPEG, MANITOBA
204 633-3705
R2R 0P2, CANADA
E.J. BARKWELL, General Manager
J.M. BARKWELL, Sales Manager

Baron-Batz Paper Company (I†)
1490 Clove Road
STATEN ISLAND, NY 10301
212 727-1230
STANLEY KREBS, Owner

Baumann Paper Company, Inc. (I†)
Baumann Road
P.O. Box 13022
LEXINGTON, KY 40512
606 252-8891
FRED W. BAUMANN, JR., President & Chairman of the Board
SHIRLEY WALLING, Office Manager
RALPH C. RAMBICURE, Vice President-Sales
CHARLES E. (CHARLIE) GRAY, Vice President
JIM WISNER, Purchasing
MITCHELL BAUMANN, Data Processing
ERNEST R. BEGLEY, Inside Sales & Credit Manager
KEN HOLLAND, Warehouse & Traffic Foreman

Beacon Paper Company
(see Western Paper Co.)

Beavers Papers, Inc. (P)
P.O. Box 47967
621 W. Mockingbird Lane
DALLAS, TX 75247
214 630-2711
DANNY M. BEAVERS, President
GARY CLELAND, Secretary/Treasurer
CLIFF McCLELLAND, Merchandising Manager

DIVISION:

Beavers Papers, Inc., Houston (P)
HOUSTON, TX 77022
713 699-4600
6847 Fulton
DENIS BEAVERS, President

Beck Packaging Corporation (I†)
P.O. Box 2645
1885 Weaversville Road (18103)
ALLENTOWN, PA 18001
215 264-0551
IRWIN Y. BECK, President
JAMES BECK, Vice President
THOMAS FRISCH, Sales Manager
ROBERT MARSHALL, General Manager

Bedford
(see Quaife, Alfred & Co., Ltd.)

Bellerive Paper Company (I)
5826 South Broadway
ST. LOUIS, MI 63111
314 752-5300
HARRY W. TRETTER, JR.

Bennett Paper Company (I†)
450 Butler Street
PITTSBURGH, PA 15223
412 781-2201
IRVING BENNETT, President
JACK BENNETT, Chairman of the Board
PAUL F. BENNETT, Executive Vice President
EDW. C. SCHANO, Vice President
FRANCES CORNELIUS, MRS., Secretary

Bentley Paper Corp. (P†)
34 West Avenue
WAYNE, PA 19087
215 687-9570
THOMAS G.M. BENTLEY, President
BROOKE WEIDNER, Vice President
EDWINA L. DEEMER, Treasurer & Secretary

Berk Paper & Supply
2671 Youngstown Road S.E.
WARREN, OH 44484
216 369-1192
ROBERT A. BERK, President & Treasurer
SUZANNE J. BERK, Vice President & Secretary
PATRICK BARBATO, Sales Manager

H.T. Berry Company, Inc. (D)
50 North Street
CANTON, MA 02021
617 828-6000
HENRY T. BERRY, President
DANIEL F. BABINE, Vice President
HENRY T. BERRY, Sales Manager
MARY E. NASH, Treasurer

Binghamton Paper Co.
(see Paper Corporation of America)

Bloch Brothers Paper Co., Inc. (P†)
111 West 19th Street
NEW YORK, NY 10011
212 675-1800
GERALD C. BLOCH, President
NEDRA S. BLOCH, Vice President
MILTON SOLOMON, Secretary
SUSAN B. BLOCH, Controller

Bond/Queen City (I†)
511-519 Baldwin Street
P.O. Box 627
ELMIRA, NY 14902
607 733-6606
NORMAN RUBIN, President
HAL RUBIN, Vice President

DIVISIONS:

DALLAS, TX 75207 (§)
214 745-1590
2100 Stemmons Freeway
Suite 1612 Dallas Trade Mart

ELMIRA, NY 14902 (§)
607 734-2117
511-519 Baldwin Street
P.O. Box 627

Borch papir (D†)
Kornmarksvej 15-19
DK-2605 Broendby
DENMARK
02 45 33 11
SOEREN HANSEN, Director of Economic Affairs
IB ANDERSEN, Executive General Manager
MOGENS ANDERSEN, Assistant Director

BRANCHES:

Winther Papir (D†)
DENMARK
02 26 11 33
Edw. Rahrsvej 75
DK-8220 Brabrand
ELMER WUTTKE, Branch Manager

Borchas (D†)
DENMARK
01 69 43 33
Columbusvej 5
DK-2860 Soeborg
HANS STRANDFORT, Branch Manager

Bosworth Papers, Inc. (P†)
6550 Long Point Road
P.O. Box 2528
HOUSTON, TX 77252
713 227-5363
THOMAS R. JORDAN, President
ANDREW F. SNIVELY, Executive Vice President
CALVIN FRANK, Secretary-Treasurer
DON FLORIDA, Sales Manager

DIVISIONS:

Paper Chase-South (P†)
HOUSTON, TEXAS 77074
6209 S.W. Freeway

Paper Chase-North (P†)
HOUSTON, TEXAS 77060
1503 W. Hardy

Paper Chase-Central (P†)
HOUSTON, TEXAS 77055
6500 Long Point Road

L. Boucher Inc.
(see Balpex Inc.)

Boudreault, Emballage Ltee.
(see Balpex Inc.)

H.M. Bouer Paper Co. (P†)
3900 N. Sherburn Place
P.O. Box 11949
MILWAUKEE, WI 53211
414 964-4660
AL GOSS, Vice President, General Manager
GUILBERT L. DOMBROWSKI, Operations Manager

Bourgeois, Henri Inc.
(see Balpex Inc.)

Brame Specialty Company, Inc. (D†)
949 Washington Street
P.O. Box 271
DURHAM, NC 27702
919 683-1331
JAMES B. (J.B.) BRAME, Chairman of the Board
JAMES B. (JIM) BRAME, JR., President
ROBERT M. (BOB) BRAME, Vice President and Treasurer
RANDAL A. (RANDY) BRAME, Vice President

BRANCHES:

ROCKY MOUNT, NC 27801 (†)
919 442-3154
821 Planters St.
P.O. Box 1378

WILMINGTON, NC 28402 (†)
919 343-0111
157 Castle Hayne Rd.
P.O. Drawer 2146

CHARLOTTE, NC 28206 (†)
704 372-2777
222 E 28th Street

Bret Packaging Company (§†)
1000 Great Plain Avenue
NEEDHAM, MA 02192
617 444-2139
RICHARD L. ELWELL, President, S.M.
ANDREW J. BRETSCHNEIDER, Vice President, Treasurer

Brewer-Chilcote Paper Co.
(see Cincinnati Cordage and Paper Company)

Brigham, C. T., Co. (I†)
1561 East Street
PITTSFIELD, MA 01201
413 445-5646
DAVID W. NORTHWOOD, President-Treasurer
LANCE A. NORTHWOOD, Vice President-Sales Manager
LORRAINE A. SCHULZE, Clerk

Broward Paper & Packaging, Inc. (I†)
1201 N. E. 45th Street
FORT LAUDERDALE, FL 33334
305 776-6272
JOSEPH J. NOVICK, President
TERRI T. NOVICK, Treasurer
LISA MILLHAUSER, ESQ., Secretary
KAREN NOVICK, Vice President
GARY LAMBERTON, Northern Sales Manager
JOHN CIANFLONE, Southern Sales Manager
CECILIA PACCOTTI, Purchasing Manager
CHERYL M. DeLOACH, Office Manager
KAREN SYNKOWICZ, Advertising Manager
WILLIAM J. WILLIAMS, Customer Service Manager
SUSAN SCHER, Accounting Supervisor
ALBERT ROLON, Computer Supervisor
DERRICK McHUGH, Warehouse Supervisor, AM
JAMES MOORE, Warehouse Supervisor, PM
MAVIS ANDERSON, Executive Secretary

W. E. Buehler Paper Company
(see Bunzl Corporation)

Buffalo Paper & Twine Co. Inc.
(see Chudy Paper Co., Inc.)

Bulkley Dunton
(see Carter Rice)

Buntin Gillies (P†)
560 Ferguson St., N.
HAMILTON, ONTARIO
416 522-1331
L8N 3E2, CANADA
W. J. HARDY, General Manager
D. R. JUDGES, Assistant General Manager

Buntin Reid Paper Div. of Domtar Inc. (P†)
1330 Courtney Park Drive
MISSISSAUGA, ONTARIO
416 678-1351
L5T 1K5, CANADA
D. EARL MOORHEAD, General Manager

BRANCHES:

LONDON, ONTARIO (P†)
519 686-7551
N6E 1Z7, CANADA
160 Newbold Court
C. L. BOWEN, Branch Manager

OTTAWA, ONTARIO (P†)
613 731-8410
K1B 4S4, CANADA
2730 Lancaster Road
K. S. LEACH, Branch Manager

Bunzl Corporation (I)
Short Hills Plaza
636 Morris Turnpike
SHORT HILLS, NJ 07078
201 467-4133
B.P. FORD, President
R.G. McGOUGH, Vice President Finance

SUBSIDIARIES:

Alliance Paper and Packaging Co. Inc. (I†)
BRENTWOOD, NY 11717
516 273-4600
110 Emjay Boulevard
H. ROSS, General Manager
D. STEIN, Sales Manager

W. E. Buehler Paper Company (I†)
CINCINNATI, OH 45242
513 891-9010
4699 Malsbury Road
J. VON DEYLEN, President
J. NEATER, Sales Manager

Capital Consolidated Inc. (I†)
INDIANAPOLIS, IN 46226
317 898-2320
3333 North Franklin Road
A. RAPHAEL, President
L. LURIE, Chairman
A. CHAPLIK, Executive Vice President
T. PICHA, Senior Vice President
K. KARSH, Vice President & Branch Manager
G. COOGAN, Sales Manager
R. NETZORG, Vice President

BRANCHES:

LOUISVILLE, KY 40213 (I†)
502 361-7133
911 Grade Avenue
Suite 311
Louisville Airpark
J. CUSICK, Branch Manager

EVANSVILLE, IN 47711 (I†)
812 424-5531
2200 North New York Avenue
R. BOGAN, Branch Manager

COLUMBUS, OH 43228 (I†)
614 272-8613
4221 Westward Avenue
G. ACKERMAN, Vice President & Branch Manager

ALSIP, IL 60658 *(I†)*
312 389-2200
5009 West 122nd Street
H. BLATT, Sales Manager

Consolidated Packaging, Inc. (I†)
OKLAHOMA CITY, OK 73108
405 942-8700
4243 Will Rogers Parkway
J. REVEAL, Vice President/General Manager

B

BRANCHES:

DENVER, CO 80239 (I†)
303 373-0773
13105 East 38th
Number 71
T. FRANK, General Manager

Bunzl U.S.A. FLorida, Inc. (I†)
NORTH MIAMI BEACH, FL 33162
305 652-4120
220 N.E. 187th Street
J. FIDUCCIA, General Manager

E. Greene and Company (I†)
MASPETH, NY 11378
212 366-5555
57-00 49th Street
M. DAVIS, General Manager

Jersey Paper Company (I†)
NEW BRUNSWICK, NJ 08903
201 821-7000
P.O. Box 229
J. TABAK, President
H. KAPLAN, Executive Vice President
A. GORDON, General Manager
J. BEATTY, Sales Manager

The Label Company, Inc. (I†)
ST. LOUIS, MO 63132
314 427-2360
10718 Trenton Avenue
T. BOYLAN, General Manager

Liberty Paper & Bag Company Inc. (I†)
AUBURN HEIGHTS, MI 48057
313 334-5900
111 Corporate Drive
J. KAHN, President
E. HORWITZ, Vice President

Mac-Pak, Inc. (I†)
PADUCAH, KY 42001
502 442-6371
P.O. Box 946
Route # 7
Moody Road
M. GREENO, Executive Vice President
C. BARNETT, General Manager

BRANCHES:

NEW ORLEANS, LA 70123 (I†)
504 733-3400
5600 Jefferson Highway
Suite 226
R. SNELLINGS, General Manager

Packaging Consultants, Inc. (I†)
HAZELWOOD, MO 63043
314 731-2700
130 Byassee Drive
P. LORENZINI, President
J. CARLSON, Vice President
B. HOSENFELT, Vice President
P. SCOTTI, Vice President
S. ROSEN, Vice President-Finance

BRANCHES:

ALSIP, IL 60658 (I†)
312 389-2200
5009 West 122nd Street
J. KNOTT, Branch Manager

Packaging Materials, Inc. (I†)
MINNEAPOLIS, MN 55441
612 473-0660
14430 21st Avenue North
T. SEELER, General Manager

Packaging Supply Company, Inc. (I†)
ATLANTA, GA 30336
404 346-7700
6057 Boat Rock Boulevard S.W.
M. BRYAN, Vice President/Manager
J. FISCHER, Vice President/Manager

Palm Beach Paper Company Inc. (I†)
RIVIERA BEACH, FL 33404
305 842-8495
2001-A Australian Avenue
A.F. SHORE, President
D. COSTER, General Manager

Pritty Pak (I†)
Division of Capital Consolidated Inc.
INDIANAPOLIS, IN 46226
317 898-2320
3333 North Franklin Road
N. COHAN, President
T. COYLE, Sales Manager

BRANCHES:

ROSEMONT, IL 60018 (I†)
312 992-1210
9742 West Foster Avenue
H. PLATT, Sales Manager

Western Packaging, Inc. (I†)
HOUSTON, TX 77041
713 460-9200
9282 Bay Thorne Drive
R. WEIDENHEFT, Vice President/General Manager
J. TANKERSLEY, Vice President/Manager

Bunzl USA Florida Inc.
Dutch Country/American Paper
(see Bunzl Corporation)

Burke Supply Company, Inc. (I†)
880 Meeker Avenue
BROOKLYN, NY 11222
718 384-1535
WILFRED GREEN, President
NORMAN BERKOWITZ, Vice President, Sales
PHILIP BERKOWITZ, Treasurer
HERBERT BERKOWITZ, Secretary
DENNIS MARTIN, Sales Manager

Burlington Paper Company (I†)
216 So. 3rd Street
BURLINGTON, IA 52601
319 754-7534
WAYNE L. CARNEY, President

Bush Bros., Inc. (I†)
64 Chester Street
P.O. Box 336
CHAMPAIGN, IL 61820
217 352-5139
WILLIAM H. BUSH, President
J.M. BUSH, Vice President
HENRY C. BUSH, Secretary-Treasurer

Butler-Dearden Paper Service, Inc. (D†)
25 Park Avenue
WORCESTER, MA 01605
617 753-6331
DOUGLAS P. BUTLER, President
GEORGE S. BUTLER, Treasurer
AUSTIN L. BRAINERD, Vice President

Butler Paper Company (Denver) (D)
Headquarters
23 Inverness Way East (80112)
P.O. Box 3359
ENGLEWOOD, CO 80155
303 790-8343
U. BEHM, Manager, Treasury Services
J. D. BENTHEIMER, Vice President, Administration
A. M. BROECKER, Controller, Distribution
R. D. BENTZ, Manager, Data Processing
J. J. BURGESS, Vice President, Planning
C. J. DUBOIS, Manager, Communications
G. J. EVANS, Marketing Manager, Industrial Papers
G. P. GRANT, Manager of Warehousing
G. B. EVANS, Manager, Employee Relations
R. W. KUNDE, Vice President, Western Region
H. J. LEAMONS, Controller, Distribution
A. E. LANG, Vice President, Eastern Region
J. A. PERRY, Vice President, Central Region
K. C. SIEFKEN, Controller
J. M. SLATTERY, Director, Industrial Relations
R. J. STAFF, Controller, Distribution
R. P. WALES, Vice President, Marketing
F. G. WALKER, President
D. B. WESSLING, Marketing Manager, Fine Papers

DIVISIONS:

Butler Paper Company (D†)
AUSTIN, TX 78764
512 442-6746
200-210 East St. Elmo Road (78745)
P.O. Box 3568
A. A. BINDSEIL, Vice President & General Manager

Butler Paper Company (P†)
BALTIMORE, MD 21217
301 669-1000
81 West Mosher Street
J. M. HESSION, Vice President & General Manager

Butler Paper Company (Baton Rouge) (D)
BATON ROUGE, LA 70821
504 383-9170
1000 LeBlanc Rd. (Port Allen, LA 70767)
P.O. Box 4018
B. A. SCOTT, Vice President & General Manager

Butler Paper Company (D)
CEDAR RAPIDS, IA 52404
319 366-8261
1105 55th Avenue S.W.
P.O. Box 8356
J. D. EWALT, Vice President & General Manager

Butler Paper Company (P†)
DES PLAINES, IL 60018
312 299-6615
2392 South Wolf Road
R. H. NAUTA, Vice President & General Manager

Butler Paper Company (D†)
DALLAS, TX 75380-2336
214 386-0606
14280 Gillis Road (75234)
P.O. Box 802336
J. W. WACHS, Vice President & General Manager

Butler Paper Company (D†)
DENVER, CO 80217
303 295-3261
W. 50th Ave. at Fox Street (80216)
P.O. Box 5248
D. V. FILKOSKI, Vice President & General Manager

Butler Paper Company (D†)
DES MOINES, IA 50316
515 262-9555
1900 East 17th Street
P.O. Box 3306
D. L. PETTIS, Vice President & General Manager

Butler Paper Company (Detroit) (D†)
LIVONIA, MI 48150
313 464-3400
39100 Plymouth Road
P.O. Box CN5590
R. L. KNOLL, Vice President & General Manager

Butler Paper Company (D†)
FORT WAYNE, IN 46809
219 747-0511
4125 Paper Place
P.O. Box 9249
T. O. YAGGY, Vice President & General Manager

Butler Paper Company (Harrisburg) (P†)
MECHANICSBURG, PA 17055-0259
717 697-6453
6350 Brackbill Blvd.
P.O. Box 259 (17055-0259)
T. R. JACOKES, Vice President & General Manager

Butler Paper Company (P†)
HOUSTON, TX 77252
713 869-6431
2224 Shearn (77007)
P.O. Box 2107
B. E. WOODS, Vice President & General Manager

Butler Paper Company (D†)
INDIANAPOLIS, IN 46241
317 243-3221
1911 Stout Field, East Drive
P.O. Box 41290
J. W. SCHULZ, Vice President & General Manager

Butler Paper Company (Kansas City) (D†)
LENEXA, KS 66215
913 492-5050
10960 Lakeview (66219)
P.O. Box 14688

B. E. McSPADDEN, Vice President & General Manager

Butler Paper Company (D)
LAFAYETTE, LA 70502
318 837-3802
119 Boyce Road (70508)
P.O. Box 2489
A. J. BEAUCHAMP, Vice President & General Manager

Butler Paper Company (P)
LANSING, MI 48909
517 394-5282
5522 Aurelius Road
P.O. Box 26127 (48910)
P. B. MILAZZO, Vice President & General Manager

Butler Paper Company (D)
LITTLE ROCK, AR 72203
501 376-3891
2000 E. Roosevelt (72206)
P.O. Box 1649
C. E. ANDERSON, Vice President & General Manager

Butler Paper Company (Los Angeles) (P†)
CITY OF INDUSTRY, CA 91744
818 968-0616
15450 East Salt Lake Avenue
P.O. Box 3230
P. J. CRILLY, Vice President & General Manager

Butler Paper Company (D†)
MEMPHIS, TN 38181
901 363-0363
3884 Crowfarn Drive (38118)
P.O. Box 18425
T. J. KNUDSON, Vice President & General Manager

Butler Paper Company (Milwaukee) (D†)
MENOMONEE FALLS, WI 53051
414 255-0888
N. 92 W. 14555 Anothony Avenue
P.O. Box 9003
M. R. CONLEY, Vice President & General Manager
J. L. KRUK, Vice President & Assistant General Manager

Butler Paper Company (Minneapolis) (D)
ST. PAUL, MN 55113
612 636-2650
3080 Long Lake Road
J. D. WILSON, Vice President & General Manager

The Chatfield Paper Company (D)
NORTH HAVEN, CT 06473
203 234-3200
21 Dodge Avenue
R. A. COFFEY, Vice President & General Manager

Butler Paper Company (P†)
OKLAHOMA CITY, OK 73147
405 947-3391
4220 Charter Avenue (73108)
P.O. Box 75336
C. A. THOMPSON, Vice President & General Manager

Butler Paper Company (P†)
PHOENIX, AZ 85017
602 248-8818
2841 West Clarendon Avenue
W. P. DOUGLASS, Vice President & General Manager

The Chatfield Paper Company (D)
PROVIDENCE, RI 02907
401 943-7331
111 Dupont Drive
P.O. Box 2845
R. C. MULLIGAN, Vice President & General Manager

Butler Paper Company (Reno) (P†)
SPARKS, NV 89432
702 331-7383
1241 E. Glendale Ave. (89431)
K. S. JOHNSON, Vice President & General Manager

Butler Paper Company (P†)
ST. LOUIS, MO 63132
314 991-2470
1200 Research Boulevard
P.O. Box 21563
T. M. MOHAN, Vice President & General Manager

Butler Paper Company (San Francisco) (P†)
BRISBANE, CA 94005
415 468-1100
180 West Hill Place
W. G. RYLE, Vice President & General Manager

Butler Paper Company (D)
SHREVEPORT, LA 71136
318 869-2021
222 W. 63rd Street
P.O. Box 61118
D. S. JONES, Vice President & General Manager

Butler Paper Company (P)
TUCSON, AZ 85715
602 790-7722
3135 South Dodge Blvd.
L. G. MILLER, Vice President & General Manager

Butler Paper Company (P†))
TULSA, OK 74155-1478
918 622-9166
5440 S 101st E. Avenue
P.O. Box 55478
K. D. SHERIDAN, Vice President & General Manager

Butler Paper Company (D)
TYLER, TX 75711
214 592-1685
4706 Chandler Highway (75709)
P.O. Box 7994
W. E. WHITTLE, Vice President & General Manager

Butler Paper Company (Washington, D.C.) (P†)
CHEVERLY, MD 20781
301 322-3300
2420 Schuster Drive
R. V. FOX, Vice President & General Manager

Butler Paper Company (D†)
WICHITA, KS 67201
316 942-0121
2626 May Avenue (67201)
P.O. Box 285
J. J. KOZICKI, Vice President & General Manager

BRANCHES:

Butler Paper Company (Baton Rouge) (D)
ALEXANDRIA, LA 71301
318 443-0422
3223 Baldwin
P.O. Box 5796
A. R. MICHIELS, Manager

Southern States Gift Wrap (Austin) (I)
AUSTIN, TX 78764
512 442-0046
4312 Willow Springs Road (78745)
P.O. Box 3568
R. L. STAATS, Manager

The Chatfield Paper Company (North Haven) (D)
FRAMINGHAM, MA 01701
617 879-9931
4 New York Avenue
W. J. HAHN, Manager

Compucopy (Chicago) (P)
CHICAGO, IL 60606
312 738-0950
1801 S. Lumber Street
D. L. CHAN, Manager

Butler Paper Company (Denver) (P†)
COLORADO SPRINGS, CO 80907
303 578-1701
170 Talamine Court
R. F. WALKER, Manager

Butler Paper Company (Austin) (P†)
CORPUS CHRISTI, TX 78469-4894
512 289-0873
417 Sunbelt Drive, Suite B (78408)
P.O. Box 4894
W. P. EVANS, Manager

Butler Paper Company (Indianapolis) (D†)
EVANSVILLE, IN 47701-0078
812 425-3391
17 North Governor
P.O. Box 78
J. E. EVANS, Manager

Butler Paper Company (Minneapolis) (D†)
FARGO, ND 58107
701 282-8811
1330 39th Street North (58102)
P.O. Box 1148
J. C. LIPPERT

Butler Paper Company (Little Rock)(D†)
FORT SMITH, AR 72903
501 646-4701
5400 S. 66th (72902)
P.O. Box 429
B. G. GUPTON, Manager

Butler Paper Company (Dallas) (D†)
FORT WORTH, TX 76111
817 831-3101
361 North Beach Street
D. D. MORROW, Manager

Butler Paper Company (Milwaukee) (D†)
DePERE, WI 54115
414 337-2277
3185 South Gross Street (54304)
P.O. Box 488
M. D. O'HALLORAN, Manager

Butler Paper Company (Kansas City)(D)
JOPLIN, MO 64801
417 623-3113
410 Adele Avenue
R. C. OPPENHEIM, Manager

Butler Paper Company (Tyler) (D)
LONGVIEW, TX 75606
214 753-7655
1101 W. Cotton (75604)
P.O. Box 2646
J. M. FIEGEL, Manager

Compucopy (Los Angeles) (P)
LOS ANGELES, CA 90031
213 225-1243
643 Gibbons Street
J. J. CLASS, Manager

Butler Paper Company (Tyler) (D)
LUFKIN, TX 75901
409 632-7703
308 Regal Row, Highway 94 West
P.O. Box 1847
D. R. MILLER, Manager

Butler Paper Company (Milwaukee) (D†)
MADISON, WI 53711
608 271-0441
2918 Bryant Road (53713)
P.O. Box 4009
L. L. HOFMEISTER, Manager

Butler Paper Company (Shreveport)(D)
WEST MONROE, LA 71291
318 323-8816
100 Johnnie Bayles Drive
P.O. Box 2356
R. G. SIMMONS, Manager

Butler Paper Company (Des Moines)
OMAHA, NE 68137
402 330-5095
13406 Industrial
P.O. Box 37214
S. A. CARTER, Manager

Butler Paper Company (Chicago) (D†)
PEORIA, IL 61615
309 692-5620
1116 West Bird Boulevard
T. W. MITTON, Manager

Butler Paper Company (Minneapolis) (D†)
ROCHESTER, MN 55901
507 285-1323
903 N.W. Sixth Street
B. R. RIPLEY, Manager

Butler Paper Company (Reno) (P†)
SACRAMENTO, CA 95814
916 446-6931
800 North 10th Street, Suite C
K. L. MARKELL, Manager

Lone Star Paper Company (Austin)(D†)
SAN ANTONIO, TX 78218-1047
512 828-8897
4438 Tejasco
P.O. Box 39047
W. B. SWINT, Manager

C

Butler Paper Company (San Francisco) (P†)
SANTA ROSA, CA 95401
707 576-7333
3217 Coffey Lane
D. G. VENEMAN, Manager

Butler Paper Company (Dallas) (D†)
SHERMAN, TX 75090
214 893-5571
3615 Highway 75 North
P.O. Box 1183
T. E. TYLER, Manager

Butler Paper Company (Minneapolis) (D)
SIOUX FALLS, SD 57104
605 331-3695
1401-1409 East 54th Street North
T. G. HARPER, Manager

The Chatfield Paper Company (North Haven) (D)
WEST SPRINGFIELD, MA 01089
413 733-6654
410 Union Street
P.O. Box 536
W. L. BRYANT, Manager

Butler Paper Company (Indianapolis) (D†)
TERRE HAUTE, IN 47808
812 232-7021
517 North 13th Street (47807)
P.O. Box 1078
T. E. MYERS, Manager

Butler Paper Company (Shreveport)(D)
TEXARKANA, TX 75501
214 838-7591
3717 Waco
P.O. Box 6226
E. C. DAVENPORT, Manager

Butler Paper Company (Detroit) (D†)
TOLEDO, OH 43697
419 385-5344
2925 South Avenue (43609)
P.O. Box 972
D. G. MASON, Manager

Butler Paper Company (Milwaukee) (D†)
WISCONSIN RAPIDS, WI 54494
715 424-2161
71 Love Street
P.O. Box 1298
G. M. MATHEWS, Manager

CDA Distributors Division of Hammermill Paper Company (I)

900 State Street
Erie, PA 16501
814 455-9015
RICHARD D. CHILDERS, President
DAMIAN G. GLOVER, Controller
LINDA C. AMBRUS, Administrative Manager

BRANCHES:

Crown Supply Company (I†)
SPRINGFIELD, VA 22150
703 569-3900
7200 Fullerton Road
OMER E. FORTIER, President
BRUCE E. LANG, Executive Vice President
R.M. McDONALD, Director of Purchasing
MICHAEL C. ALMEIDA, Controller

Harrisburg Paper Company (I†)
HARRISBURG, PA 17105
717 564-9761
3982 Paxton Street
P.O. Box 1337
C. TED LICK, President
ANDREW N. LICK, Executive Vice President
DAN PERRON, Director of Distribution
WILLIAM A. WALKER, Vice President, Director of Data Processing
THOMAS W. ECKERD, Vice President, Director of Purchasing
THOMAS MILLER, Vice President, Director of Maintenance
RONALD E. McKINLEY, Vice President-Comptroller
JERRY C. ACRI, Vice President, Director of Sales

Mellocraft Company, The (I)
TOLEDO, OH 43608
419 243-6100
1320 Locust Street
JACK J. MUELLER, Vice President
HOWARD L. SMITH, Controller
DONAL M. WHITING, Manager Purchasing
PRESTON D. EVERETT, Manager Operations

BRANCHES:

DEFIANCE, OH 43512 (I†)
419 784-2263
849 S. Clinton Street
KENNETH E. GALLOCK, Branch Manager

TOLEDO, OH 43608 (I†)
419 243-6100
1320 Locust Street
(Mailing Address: P.O. Box 567, Toledo, OH 43693)
KENNETH E. GALLOCK, Branch Manager

DETROIT, MI 48227 (I†)
313 836-3883
16515 Plymouth Road
TED J. VINCENT, Branch Manager

Morris Paper Company (D†)
PITTSBURGH, PA 15222
412 471-2500
21st Street & A.V.R.R.
JAMES S. (JIM) BALTER, President
RONALD C. ESPER, Executive Vice President
ERWIN H. (ERV) BRAND, Vice President
DOUGLAS J. CROTHERS, Controller

BRANCH:

JOHNSTOWN, PA 15907 (D†)
814 536-7831
6th & Broad Streets
MARTIN BUCHMAN, Vice President

Rohner Distributors, Inc. (I†)
AKRON, OH 44311
216 253-4173
763 S. Broadway
RALPH J. ROHNER, President
WILLIAM LANHAM, Sales Manager
JAMES H. LORD, Director of Maintenance Products

Ropak (I†)
ST. LOUIS, MO 63102
314 421-5400
101 Lombard Street
ROBERT L. (BOB) BUELL, President
JOHN YOUNG, Executive Vice President
MARK L. STEINER, Controller
LINDA JIRSA, Purchasing Agent
DAN GOODMAN, Sales Manager

BRANCH:

Ropak of Texas (†)
DALLAS, TX 75207
214 638-7110
4737 Gretna Street
WILLIAM F. COOK, Branch Manager

Steindler Paper Company (I†)
MUSKEGON, MI 49442
616 726-4405
1778 Sanford Street
RAYMOND DYKEMA, President
TOM ROYLE, Vice President, Sales
DONALD ECKLESDAFER, Vice President, Marketing
BRYCE SPENCER, Controller

BRANCHES:

GRAND RAPIDS, MI 49502 (†)
616 456-5419
300 Ellsworth, S.W.

PETOSKEY, MI 49770-0654 (†)
616 347-3911
2380 Charlevoix Avenue
LESTER ATCHISON, General Manager

JACKSON, MI 49202 (†)
517 787-6295
1514 Daniel Street

ALPENA, MI 49707 (†)
517 354-2985
700 Second Avenue

KALAMAZOO, MI 49007 (†)
616 345-7128
508 E. Frank Street

DIVISION:

Reid Paper Co. (†)
SAGINAW, MI 48607
517 752-8186
400 S. Franklin Street
NORMAN E. CARLISLE, General Manager

CIP Daxion Inc. - Head Office

1967 46th Avenue
LACHINE, QUEBEC H8T 2P1
514 631-7332
G.T. WHALEN, President & General Manager
G.A. AJRAM, Vice President Sales & Marketing
D.N. BOUGHER, National Marketing Manager-Food Services
J.D. FREEMAN, Marketing Manager, Industrial Products

CIP Daxion Inc. - Eastern Region
SCARBOROUGH, ONTARIO MIL 2M6
416 755-2281
1980 Eglinton Avenue East
J. F. DOLAN, Vice President
G.V. SCOTT, Branch Manager

BRANCHES:

HALIFAX, NOVA SCOTIA (†)
902 463-0991
10 Vidito Drive
Dartmouth, Nova Scotia B3B 1P9
M.A. LAVECK, Branch Manager
M.F. McGRATH, Operations Manager

MONCTON, NEW BRUNSWICK (†)
506 855-2131
714 Malenfant Boulevard
Dieppe Industrial Park
Dieppe, N.B. EIA 5V8
M.A. LAVECK, Branch Manager (located Dartmouth)
M.F. McGRATH, Operations Manager (located Dartmouth)

QUEBEC, QUEBEC (†)
418 658-0447
2800 Dalton Street
St. Foy, Quebec GIP 3S4
P.L. VEZINA, Branch Manager (located Lachine)
J. PLAMONDON, Manager Sales/Operation

LACHINE, QUEBEC (†)
514 631-7332
1967 - 46th Avenue
Lachine, Quebec H8T 2P1
P.L. VEZINA, Branch Manager
G. BRISSON, Sales Manager

CIP Daxion Inc. - Western Regional Office (D)

1760 Wellington Avenue
WINNIPEG, MANITOBA
204 774-2591
R3H 0E9, CANADA
I.L. KELSO, Vice President
J.C. McCORMACK, Marketing Manager-Fine Papers
J.A. GECHEL, Marketing Manager-Industrial Papers

BRANCHES:

WINNIPEG, MANITOBA (†)
204 774-2591
R3H, 0E9, CANADA
1760 Wellington Avenue
G. HOLOWKO, Sales Manager-Industrial Paper Division
E. CHMELNICKI, Sales Manager-Fine Paper Division

CALGARY, ALBERTA (†)
403 243-4677
T2G 2Y9, CANADA
4027 7th Street S.E.
M.P. NOWAK, Branch Manager
C. CONWAY, Sales Manager-Industrial Paper Division

EDMONTON, ALBERTA (†)
403 451-6655
T5M 3X6, CANADA
16824 - 114th Avenue
M. MAYER, Branch Manager

J. MEAKIN, Sales Manager-Industrial Paper Division
P. BUTLER, Sales Manager-Fine Paper Division

REGINA, SASKATCHEWAN (†)
306 949-3711
S4P 3B2, CANADA
P.O. Box 1066
1445 Pettigrew Avenue E
A.F. RENNEBOHM, Sales & Operations Manager

SASKATOON, SASKATCHEWAN (†)
306 931-8444
S7H 0Y0, CANADA
304 Edson Street, Sub. 18
K.B. MacNEILY, Sales Manager

THUNDER BAY, ONTARIO (†)
807 622-5375
P7B 5N2, CANADA
# 3 - 1112 Russell Street
J. FORSHAW, Sales & Operations Manager

LETHBRIDGE, ALBERTA (†)
403 327-5731
T1J 0B1, CANADA
1016 First Avenue S.
J. ELDER, Sales/Operations Manager

RICHMOND, BRITISH COLUMBIA (†)
604 278-7726
V6V 1Y9
2060 Viceroy Place
A.B. MURDOCH, Branch Manager
B. SMITH, Sales Manager-Fine Paper Division
W.A. HARDER, Sales Manager-Industrial Paper
J.B. BECK, Sales Manager

VICTORIA, BRITISH COLUMBIA (†)
604 727-3447
V8Z 6N6
4222 Commerce Circle
A.J. WEATHERHEAD, Sales & Operations Manager

VERNON, BRITISH COLUMBIA (†)
604 545-7231
(Kleenway Distributors)
VIT 5W9
W. BRINKMAN, Sales & Operations Manager

CIP Daxion Inc. - Eastern Region

BRANCHES:

OTTAWA, ONTARIO KIB 3V7 (†)
613 745-7019
2574 Sheffield Road
J. BARR, Branch Manager
M. MEREWEATHER, Sales Manager

SCARBOROUGH, ONTARIO MIL 2M6 (†)
416 755-2281
1980 Eglinton Avenue East
G.V. SCOTT, Branch Manager
S.A. ROUSELL, Sales Manager-Food Services
G. CHARRON, Sales Manager-Industrial Products

MISSISSAUGA, ONTARIO L4W IR4 (†)
416 624-1300
1730 Sismet Street
G.V. SCOTT, Branch Manager (located Scarborough)
G. KIRSHNER, Sales Manager

LONDON, ONTARIO N5V IZ5 (†)
519 452-1500
531 First Street
G.V. SCOTT, Branch Manager (located Scarborough)
J.M. VELLA, Manager Sales & Operations

CMI (Consolidated Marketing, Inc.)
(see Butler Paper Co.)

Calabrese Bros. Inc. (I†)
20 Churchill Street
BUFFALO, NY 14207
716 874-1942
JOSEPH CALABRESE, President
LEONARD CALABRESE, Executive Vice President
A.T. BUSCAGLIA, Vice President Marketing
LOU DELCOTTO, Chemical Co-ordinator
VINCENT LO DESTRO, Sales Manager

Camelot Distributing Company (I†)
P.O. Box 43567
400 Fisk Drive, S.W.
ATLANTA, GA 30336
404 349-7680
C. GRAHAM McGEHEE, JR., Chairman of the Board
CLIFFORD G. McGEHEE, President
RICHARD BARTLETT, Vice President, Director of Marketing
HUGH DORRIS, Director of Purchasing
DOLORES PFOUNTZ, Secretary

BRANCHES:

ATLANTA, GA 30336 (I†)
404 349-7680
400 Fisk Dr. S.W.
TED GREER, Vice President & General Manager

CINCINNATI, OH 45252 (I†)
513 733-9600
4750 Lake Forest Drive
SUTTON TAYLOR, Vice President & General Manager

NEWPORT NEWS, VA 23607 (I†)
804 380-8770
801 48th Street
JEFFY NANTZ, Vice President & General Manager

Camp Paper & Envelope Company (P)
2580 Wyandotte, Unit F
MOUNTAIN VIEW, CA 94043
415 969-8384
GENE L. CAMP, President
SCOTT A. CAMP, Vice President
VICTORIA B. CAMP, Treasurer

Canadian Paper Trade Association
55 York Street
Suite 512
TORONTO, CANADA M5J 152
416 363-8374
W.S. BROWN, President
D.A. LEIGH, 1st Vice President
Y. MONTMARQUETTE, 2nd Vice President
S. VERRONNEAU, Treasurer
T.L. PITCHFORD, Past President
FRANK YOUNG, Secretary

Cannon Paper Company (P†)
152 Hamilton Street
TOLEDO, OH 43602
419 244-8631
GEORGE CANNON, President
DAVID W. BARRY, JR., Vice President, Marketing & Sales
ROBERT LITTLE, Vice President
GARY BILLMAIER, Vice President, Purchasing-Labor Relations
PAUL KASEMAN, Secretary-Treasurer
RICHARD BADER, Assistant Treasurer

Canover Industries, Inc. (I†)
48th Street & Maspeth Avenue
P.O. Box 77
MASPETH, NY 11378
718 456-8900
ALFRED E. EISENBERG, Chairman of the Board, CEO
HENRY M. EISENBERG, Vice-Chairman of the Board, Chief Financial Officer
IRV MERMELSTEIN, President, Chief Operating Officer
HAROLD ROGGEN, Comptroller
STUART CRAGIN, JR., General Manager-Manufacturing
JACQUELINE EISENBERG, Marketing Manager
SYLVIA EISENBERG, Purchasing Agent
JOHN ARENA, Industrial Sales Manager
JAMES DUFFY, Retail Packaging Sales Manager
MORRIS FEIL, Merchant Sales Manager
DOUGLAS MacDONALD Custom Packaging Sales Manager

Cantwell-Cleary Co. Inc. (I)
2100 Beaver Road
LANDOVER, MD 20785
301 773-9800
VINCENT D. CLEARY, President & Treasurer
E. TIMOTHY CLEARY, Vice President
JOHN MacGREGOR, Vice President
DAVID WINTER, Sales Manager

Canway Paper Products Ltd.
(see Balpex Inc.)

Capital City Paper Company (D)
P.O. Box 4227
SPRINGFIELD, IL 62708
217 529-6701
DUAL PAPER HOUSE
BOB BUNN, President & Treasurer
DICK JEFFERS, Office Manager
JOHN LANGHEIM, Buyer Fine Paper
JOHN DUNLAP, Sales Manager

Capital Consolidated, Inc.
(see Bunzl Corporation)

Capital Paper Co., Inc. (P†)
123 W. 19th Street
NEW YORK, NY 10011
212 255-5010
JULIUS J. MEISEL, Chief Executive Officer
SIDNEY MEISEL, Vice President & Treasurer
CARL R. MEISEL, President
LOUIS PALISCA, Vice President of Marketing & Development
JEROME BLOOMSTEIN, Executive Vice President

Cardinal Paper Company (I†)
220 East Reno
OKLAHOMA CITY, OK 73104
405 235-8441
P.O. Box 25187, 73125-0187
R.W. WHITE, Chairman of the Board
JAMES JACKSON, President
JIM LACKEY, Vice President, Marketing
JACK KIMBERLIN, Sales Manager
DAVID KIRCHER, Data Processing Manager

BRANCHES:

JACKSON, MS 39203 (I†)
601 353-3466
309 N. Monroe
BARRY PARKER, Manager

SAN ANTONIO, TX 78204 (I†)
512 224-5009
410 Probandt
M. BARCENA, Manager

ALBUQUERQUE, NM 87125 (I†)
505 247-0192
1311 12th St. NW
JOHN MESSERLI, Manager

Carlyle Paper Co.
(see Gould Paper Corp.)

Carolina Paper & Builders Materials, Inc.
(now part of Brame Specialty Company, Inc.)

C

Carolina Retail Packaging, Inc. (I)
P.O. Box 1255
711 East Main Street
LEXINGTON, SC 29072
803 359-0036
VINCENT D. EGAN, President
DENNIS M. EGAN, Vice President
GEORGE F. BURNS, Operations Manager

Carpenter/Offutt Paper Inc.
(see Paper Corporation of America)

Carpenter Paper Company (P†)
P.O. Box 2709
GRAND RAPIDS, MI 49501
616 452-9741
JAMES HOLTSCLAW, President
RICHARD HANSKNECHT, Executive Vice President - Marketing
FRANK G. GEARY, Vice President - Treasurer
DORIS M. HACKETT, Secretary

Carpenter Paper of Indiana, Inc. (P†)
401 Fernhill Avenue
P.O. Box 8269
FORT WAYNE, IN 46898
219 482-4686
PHILIP O. NAYLOR, President
DONALD R. OLSEN, Vice President & Sales Manager
ROBERT WOODFORD, Administrative Assistant
JAMES SIMPSON, Secretary & Customer Service Manager
ROBIN BRENNAN, Sales Promotion Manager

Carpenter Paper Company of Iowa (D†)
106-110 S.W. 7th Street
P.O. Box 568 (50309)
DES MOINES, IA 50302
515 282-5130
JOSEPH M. TELL, President
WARREN A. BURGESS, Vice President-Sales
ORVAL P. BYRD, Secretary-Treasurer-Controller

BRANCH:

ROCK ISLAND, IL 61201 (D†)
309 794-1222
301-2nd Street
P.O. Box 540
JULIE CARLSON, Office Manager

Carpenter Paper Company of Nebraska
(see Paper Corporation of America)

Carr Paper Company (I†)
1279 E. Philadelphia Street
P.O. Box 2388
POMONA, CA 91769-2388
714 628-6061
213 725-0649
714 990-1903
RICHARD L. CARR, SR., Chairman of the Board
JOHN E. ROUNTREE, President & Chief Executive Officer
JOSEPH L. KELLY, Vice President/Sales
ROBERT WALSH, Corporate Merchandising Director
WILLIAM H. TAYLES, Controller

BRANCHES:

INDIO, CA 92201 (I†)
619 347-0701
83-256 Indio Boulevard
P.O. Box Drawer LLL
DON E. DIAL, Vice President & Branch Manager

EL CENTRO, CA 92244 (D†)
619 352-3171
1045 So. First St.
P.O. Box 141
J. MICHAEL LEASE, Vice President & Branch Manager

Carter Corp.
(see C.G. Winans Company)

Carter Rice/C.M. Rice
(see Carter Rice)

Carter Rice (D†)
273 Summer Street
BOSTON, MA 02101
617 542-6400
GEORGE V. STONE, Chairman of the Board
HENRY S. JULIER, President & Chief Executive Officer
WILLIAM E. KELLEY, Vice President-New England
PHILIP J. LaFUCI, Vice President
BRUCE LIGHTY, Vice President
J. DAVID McAVOY, Vice President, Group Controller
DONALD B. PAGE, Vice President-Marketing
JAMES E. SMITH, Vice President-Data Processing
THOMAS S. MONAHAN, Sales Manager-Fine Paper
DAVID MILLER, Manager-Industrial Papers

BRANCHES:

SOUTH WINDSOR, CT 06074 (D†)
203 528-9351
330 Nutmeg Road
(mailing address: Box 8167, East Hartford, CT 06108)
ANTHONY HAYES, Manager

WEST HAVEN, CT 06516 (D†)
203 932-2202
51 Railroad Avenue
BRUCE LIGHTY, Vice President & Manager

PAWTUCKET, RI 02862 (D†)
401 723-6400
402 Walcott Street
FRANK J. DONAHUE, Manager

SPRINGFIELD, MA 01101 (D†)
413 788-0901
66-D Industry Avenue
WILLIAM C. DUGGAN, Manager

WORCESTER, MA 01604 (D†)
617 755-4353
75-B Southwest Cutoff
BRIAN McLEVEDGE, Manager

Carter Rice/C.M. Rice (D†)
PORTLAND, ME 04103
207 797-3300
1 Rice Street
SANFORD L. FOGG, JR., Manager

Carter Rice/C.M. Rice (D†)
CONCORD, NH 03301
603 225-6678
276 N. State Street
HANK W. WILSON, Manager

DIVISIONS:

Ingalls, Cronin Co. (I†)
WINCHESTER, MA 01890
617 729-8900
80 Holton Street
JOHN P. INGALLS, JR., President
OSMUND KEIVER, Vice President & General Manager
CRAIG MEADER, Vice President

Manchester Paper Supply Co. (I†)
MANCHESTER, NH 03105
603 625-6419
34 Beech Street
P.O. Box 177
RICHARD DUGAN, Manager

Baltimore-Warner Paper Co. (D†)
BALTIMORE, MD 21237
301 866-1500
1201 67th Street
JEROME D. ELLIOTT, President
H.B. SALZMAN, Vice President, Industrial
DONALD W. CURTIN, Sales Manager-Fine Paper

BRANCH:

Advance Paper & Chemical Co. (I)
WILMINGTON, DE 19899
301 655-7586
200 South Madison Street
P.O. Box 1969
WILLIAM H. THORNE, III, President

Bulkley Dunton (P)
NEW YORK, NY 10016
212 679-5050
295 Fifth Avenue
THOMAS D. FERGUSON, President
LEWIS S. REISCHE, Executive Vice President
FRANK NOCELLA, Treasurer
GARRETT W. BISHOP, Vice President-Commercial Sales
JOHN DOWLING, Vice President/Mgr.-Gov't Sales
GEORGE J. DOEHNER, Vice President/Mfg.-Pub. Sales

BRANCH:

EAST RUTHERFORD, NJ 07073 (†)
201 933-6400
300 Murray Hill Parkway
THOMAS MADDOCK II, Vice President/Manager

Stanford Paper Co. (P†)
LANDOVER, MD 20785
301 772-1900
1901 Stanford Court
WILLIAM E. COLLINS, President
SAMUEL NUTWELL, Sales Manager

Paper Merchants (P†)
BENSALEM, PA 19020
215 637-1900
500 State Road
(mailing address: Box 16067, Philadelphia, PA 19114)
ROBERT G. ESTES, President

BRANCH:

Lehigh Valley Paper Company (D†)
ALLENTOWN, PA 18103
215 264-3720
904 Marcon Boulevard
(mailing address: Box 2167, Lehigh Valley, PA 18001)
ROBERT G.ESTES, Manager

Caskey Paper Company, Inc. (D†)
720 East Center Street
P.O. Box 789 Zip 93279
VISALIA, CA 93277
209 734-9251
KEVIN J. CASKEY President
SHEILA CASKEY HOLDER, MRS., Vice President-Assistant Treasurer
MARY M. CASKEY, MRS., Secretary-Treasurer
BRENDA SAMPIETRO, Assistant Secretary

Caskie Paper Company, Incorporated (D†)
Tomahawk Industrial Park
P.O. Box 11589
LYNCHBURG, VA 24506
804 237-5905
WILLIAM E. HUNT, JR., President-Treasurer, CEO
EVANS C. ROSS, Vice President & Secretary
C. HAROLD BURKS, Vice President, Operations
RUSSELL H. CHAMBLISS, Vice President

BRANCHES:

CHARLOTTE, NC 28231 (D†)
704 372-2260
1419 N. Graham Street
P.O. Box 31308
JIM McDANIEL, General Manager

GREENVILLE, SC 29602 (D†)
803 232-5137
220 Church Street
P.O. Box 2939, 29602
ROBERT E. INGRAM, Manager

Caskie Paper Co., Inc. D†)
Richmond Division
RICHMOND, VA 23230
2109 Loumour Avenue
P.O. Box 6586
RUSSELL H. CHAMBLISS, JR., Manager-Vice President

Caskie Paper Company, Inc. (D†)
Fayetteville Division (Adams Division)
FAYETTEVILLE, NC 28306
919 323-2075
203 Blount Street
P.O. Box 64466
C.A. ADAMS, JR., Manager

Caskie Paper Company, Inc. (D†)
COLUMBIA, SC 29202
803 771-4575
1929 Hampton Street
P.O. Box 8236
GARY K. HALEY Manager

Cauthorne Paper Company, Inc. (D†)

P.O. Box 2059
RICHMOND, VA 23216
804 232-6736
JOHN H. LEWIS, President & Treasurer
GEORGE W. MICHAEL, Executive Vice President & Secretary
C. THOMAS ANDREWS, Vice President & Sales Manager
MICHAEL E. SHIELDS, Operations Manager
A.J. CHRISTIAN, JR., Assistant Operations Manager
THERESA SCHOTT, Sales Service Manager

Central Paper Company Inc. (I)

2524 First Street West
BIRMINGHAM, AL 35204
205 322-1851
ANTHONY P. ROSS, President
PAUL J. ROSS, Vice President
EVELYN W. THOMPSON, Vice President
JOSEPH SCHIFANO, Sales Manager
VICKI C. ROSS, Treasurer

Central Paper Company (D†)

126 Old 49 Highway South
JACKSON, MS 39208
601 932-1363
(Mailing Address P.O. Box 2598, JACKSON, MS 39207)
R. CLAYTON HARRIS, President
JIMMY K. WALLACE, Executive Vice President
JOHNNY McGUIRE, Sales Manager
CHARLES MORMAN, Secretary
STEVEN HARRIS, Treasurer

Central Paper Company (P†)

765 McCarter Highway
NEWARK, NJ 07102
201 622-6377
212 233-8807
ROBERT H. BERKOWITZ, President, Board Chairman
DAVID H. BERKOWITZ, Executive Vice President, Treasurer
DONALD A. BERKOWITZ, Executive Vice President
JOSEPH L. ENGLANDER, Vice President
ANNE SORNSTEIN, Vice President-Administration
ALLEN P. LEVICKY, Vice President Management Information Systems
J. RUSSEL DAWSON, Sales Manager
GEORGE A. SHEPPARD, General Manager
WILLIAM SCAIFE, Manager, Customer Services
DELIO FERREIRA, Mill Department

SUBSIDIARY:

TRENTON, NJ 08638 (P†)
609 883-7500
1004 Whitehead Road Extension
ROBERT H. BERKOWITZ, Board Chairman, Chief Executive Officer
DAVID RELLES, President
DAVID H. BERKOWITZ, Executive Vice President
DONALD A. BERKOWITZ, Executive Vice President
JERROLD ADLER, Vice President-Purchasing
JOE SHUTTLEWORTH, Customer Service Manager
PAUL D'AMBROSE, Operations Manager
EUNICE G. HUNTLEY, Office Services Manager

Central Paper Products Co. (I†)

Brown Avenue Industrial Park
P.O. Box 4480
MANCHESTER, NH 03108
603 624-4064
FRED B. KFOURY, JR., President
EDMUND A. BEDNAROWSKI, Sales Manager
GORDON A. WATSON, Data Processing Manager
GREGORY G. HOOD, Purchasing Manager
RON LEVESQUE, Warehouse Manager

Central States Diversified, Inc. (D†)

9322 Manchester Road
ST. LOUIS, MO 63119
314 961-4300
J. RUSSELL FLOWERS, Chairman, Chief Executive Officer
HYMAN (HY) VELKOFF, Vice Chairman
RONALD S. PRINCE (RONNIE), President, Chief Operating Officer
NORMAN J. (NORM) THOMAS, Secretary, Senior Vice President
JEAN HAMMEL, Director of Purchases
DON ROTH, Manager Merchants Division

Central Supply Division

(see Virginia Packaging Supply Company)

Central Wisconsin Paper Company, Inc. (D†)

1000 McDonald Street
P.O. Box 2006
WAUSAU, WI 54401
715 842-2241
B. EUGENE (GENE) DAVIS, JR., President
CHERYL S. DAVIS, Vice President-Fine Paper
JOHN FELDMAN, Customer Service
MARK SOMERS, Comptroller
GEORGE E. MINZLOFF, Vice President-Industrial Papers
THOMAS STANKE, Office Manager

DIVISIONS:

Paper Specialty Division (D†)
WAUSAU, WI 54401
715 842-2241
1000 McDonald Street
P.O. Box 2006

Woelz Paper Division (D†)
APPLETON, WI 54912
414 733-5587
116 North Linwood Avenue
P.O. Box 997
RONALD H. RAASCH, Vice President, Milwaukee Manager
JAMES ECKER, Division Manager

Century Paper Company, Inc., The (P†)

28 York Avenue
RANDOLPH, MA 02368
617 963-7000
RICHARD F. HALLORAN, President
JAMES P. HALLORAN, Treasurer & Executive Vice President
ANDREW C. STOCKWELL, Vice President
ROBERT P. DEMPSEY, Secretary

Century Papers Inc. (D†)

Corporate Office:
4211 Southwest Freeway (77027)
P.O. Box 1908
HOUSTON, TX 77251-1908
713 877-1100
JULES MALTZ, Chairman
HERSCHEL MALTZ, President
JACK THOMAS, Chief Financial Officer
HARVEY GLANZROCK, Vice-President & Area Manager
JOE GIARDINA, Marketing Vice-President

BRANCHES:

HOUSTON, TX (†)
713 928-5171
4902 Gulf Freeway (77023)
P.O. Box 1908 (77251-1908)
MIKE MALTZ, Division Manager
CHARLES PALMORE, Marketing Manager
DAVID MOSS, Operations Manager

BEAUMONT, TX 77704
713 835-3419
3255 Executive Boulevard (77705)
P.O. Box 3463 (77704)
LARRY MALTZ, Resident Manager

CORPUS CHRISTI, TX 78408 (†)
512 883-7231
4353 Baldwin Boulevard
P.O. Box 4788
CHARLES MALTZ, Sr. Vice President
SAM PRICE, Area Marketing Manager
KENNETH MALTZ, Operations Manager

DALLAS, TX 75234 (†)
214 241-3445
14043 Distribution Way (75234)
P.O. Box 819008 (75381-9008)
STAN KRUG, Manager
DON STAFFORD, Sales Manager

LAREDO, TX 78040 (†)
512 722-1788
2110 Washington
P.O. Box 1313
JAIME GARCIA, Operations Manager

MC ALLEN, TX 78502 (†)
512 686-6593
1238 E. Hackberry (78504)
P.O. Box 1089 (78502)
STAN GAFNER, Manager

SAN ANTONIO, TX 78219 (†)
512 225-2881
3203 Aniol Street
JERRY HARRINGTON, Area Marketing Manager
JOE GOODMAN, Area Operations Manager

EL PASO, TX 79905 (†)
915 592-7543
10901 Pellicano
P.O. Box 10279 (79994)
BOB GROH, Operations Manager
JOHN WAYNE, Marketing Manager

PHOENIX, AZ (†)
602 269-3772
P.O. Box 11826 (85061)
3102 W. Thomas # 901 (85017)
WILL GIBBONS, Marketing Manager

TUCSON, AZ 85705 (†)
602 624-8256
37 E. Sahuaro (85705)
P.O. Box 5183 (85703)
DON PARSLOW, Area Operations Manager
JOHN WOLFE, Sales Manager

DENVER, CO 80239 (†)
303 373-1450
14551 E. Moncrieff Place, Aurora, CO (80011)
P.O. Box 39100, Denver, CO 80239
FRED BUNEGAR, Manager
GARY KACZMAREK, Sales Manager

AUSTIN, TX 78758 (†)
512 835-2424
10205 Metropolitan Drive (78758)
P.O. Box 1407 (78767)
JERRY MALTZ, Marketing Manager
REECE HUNTER, Operations Manager

COLORADO SPRINGS, CO (§)
303 593-9880
2480 Waynoka Road (80915)
LARRY CLARKE, Sales Manager

Other Divisions of Century Papers are:

Paper Products Group - Memphis, TN
Mississippi Paper Co. - Tupelo, MS
Cardinal Paper Company - Oklahoma City, OK

C

Cervantes Hermanos, S.A.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Charleston Paper Company
(see Affiliated Paper Companies)

Charlotte Paper Company
(see Affiliated Paper Companies)

The Chatfield Paper Company
(see Butler Paper Company)

Chatam
(see Quaife, Alfred & Co., Ltd.)

Chattanooga Paper & Woodenware Company (I)
201 West Main Street
CHATTANOOGA, TN 37408
615 266-2155
(Mailing Address: P.O. Box 1567
Chattanooga, TN 37401)
WILLIAM M. TAFF, President
THOMAS A. TURNER, Vice President
JAMES M. BEAVER, Sales Manager

SALES OFFICES:

CLEVELAND, TN 37311 (§)
615 479-3354
ROGER BUTLER

COOKEVILLE, TN 38501 (§)
615 526-1273
276 Rice
MIKE GILPATRICK

DALTON, GA 30720 (§)
404 226-3179
1602 Beverly
JIM COOK

ROME, GA 30161
404 232-5268
13 Pine Bark Drive
JAMES HOVERS
RALPH ROHNSON

WINCHESTER, TN 37398
615 967-1383
Rt. 4, Box 56
H.B. NORRIS

Chicago Paper Company
(see Leslie Paper Co.)

Chope-Stevens Paper Company, Div. Copco Papers, Inc.
(see Paper Corporation of America)

Chudy Paper Co., Inc. (I†)
930 Bailey Avenue
BUFFALO, NY 14240
716 825-1935
MAX R. CHUDY, JR., President & Treasurer
NORBERT RATAJCZYK, Vice President
DR. MAX R. CHUDY, III, Secretary

BRANCH:

Chudy Paper Co., Inc. (I†)
BUFFALO, NY
716 895-9398
205 Lombard Street

SUBSIDIARIES:

Buffalo Paper & Twine Co., Inc. (I)
BUFFALO, NY 14240
716 825-2322
930 Bailey Avenue

Rochester Paper Co., Inc. (I†)
ROCHESTER, NY 14624
716 328-8000
1320 Buffalo Road

Cincinnati Cordage and Paper Company, The (D†)
800 East Ross Avenue
P.O. Box 17125
CINCINNATI, OH 45217
513 242-3600
JOHN F. CHURCH, JR., President & Treasurer
RICHARD G. EVANS, JR., Executive Vice President
JOHN A. McMINN, Senior Vice President-Administration
RAYMOND E. WEAVER, Vice President
JAMES L. ZIMMERMAN, Vice President
PAUL RUFFING, Assistant Treasurer
DOROTHY R. SCHERPENBERG, Secretary & Controller

BRANCHES:

Cordage of Cincinnati (D†)
CINCINNATI, OH 45217
513 242-3600
800 East Ross Avenue
P.O. Box 17125
RICHARD G. EVANS, JR., Executive Vice President
PAUL B. STUEVE, Sales Manager

Cordage of Columbus (D†)
COLUMBUS, OH 43229
614 436-0130
5063 Freeway Drive, East
(Mailing address: P.O. Box 14464; 43214)
J. FRANZ HARRIS, General Manager

Cordage of Dayton (D†)
DAYTON, OH 45404
513 233-9050
66 Janney Road
JAMES L. ZIMMERMAN, General Manager

Cordage Packaging (I†)
DAYTON, OH 45404
513 233-2211
66 Janney Road
MYRON J. RHEAUME, General Manager

Cordage of Huntington (D†)
ONA, WV 25545
304 733-2047
3254 Route 60 East
(Mailing Address: P.O. Box 246)
WILLIAM E. LAYNE, General Manager
DANIEL G. JOHNSON, Project Manager

Cordage of Indianapolis (D†)
INDIANAPOLIS, IN 46222
317 639-6441
151 South Neal Avenue
ROBERT A. BRINKMAN, General Manager
RALPH H. WILSON, Sales Manager

Cordage of Knoxville (D†)
KNOXVILLE, TN 37917
615 524-1681
1206 Willow Avenue, SE
THOMAS E. COLSON, General Manager

Cordage of Louisville (D†)
LOUISVILLE, KY 40218
502 589-7930
4202 Produce Road
(Mailing address: P.O. Box 34335; 40232)
JAMES L. HIGLEY, General Manager

Cordage of Nashville (D†)
NASHVILLE, TN 37204
615 259-2600
2919 Sidco Drive
JOHN P. REDLIN, General Manager
RICHARD PHILPOT, Assistant Manager

Brewer-Chilcote Paper Co. (D†)
CLEVELAND, OH 44113
216 696-1231
1231 Main Avenue
RAYMOND E. WEAVER, President & General Manager
DENNIS G. WEAVER, Vice President of Marketing

General Paper (†)
PITTSBURGH, PA 15230
412 771-3515
Sexton Road
P.O. Box 12
D. JEFFREY KIRCHMER, General Manager

City Paper Company (I†)
3700 First Avenue, North
P.O. Box 1966, 35222
BIRMINGHAM, AL 35201
205 328-2626
PAUL FRIEDMAN, SR., President
PAUL FRIEDMAN, JR., Vice President & Secretary
MARK FRIEDMAN, Vice President & Treasurer
DAVID LUCAS, General Manager
STEVE FOSTER, Purchasing Agent

City Supply & Paper Co.
(see Eastern Bag & Paper Co., Inc.)

City Supply Co., Inc. (I†)
P.O. Box 816
845 W. Delilah Road
PLEASANTVILLE, NJ 08232
609 645-3600
DAVID LEAVY, President
ROBERT LEAVY, Secretary-Treasurer

Clampitt Paper Co. (P†)
9207 Ambassador Row
DALLAS, TX 75247
214 638-3300
MAXWELL CLAMPITT, Chairman of the Board & Chief Executive Officer
HENRY G. PHILLIPS, President
G. WINKLER, Vice President-Business Development
GEORGE A. NELLE, Vice President of Operations
ANNA M. ELKINS, Corporate Secretary
STEVE ROMAINE, Sales Manager
RON HAGOOD, Sales Manager
RICHARD CLAMPITT, Vice President Marketing

BRANCHES:

Clampitt Paper Co. of Fort Worth (P†)
FORT WORTH, TX 76106
817 332-9247
2101 Franklin Drive
POWELL KENNEY, Vice President
BRUCE PEDEN, Sales Manager

Clampitt Paper Co. of Houston (P†)
HOUSTON, TX 77003
713 690-7171
4707 Blalock, Houston, Texas 77041
JOE SULLIVAN, Vice President

Clampitt Paper Co. of San Antonio (P†)
SAN ANTONIO, TX 78219
512 226-1321
3455 Steen Drive
LARRY NIEHUS, Vice President

AUSTIN, TX 78744 (P†)
512 444-7411
3713 Drossett Drive
WAYNE BASDEN, Vice President
MARK VELTRI, Sales Manager

Clarke Paper Company (D†)
36th & McColloch Street
WHEELING, WV 26003
304 232-3470
S. BRUCE CLARKE, President
JOHN M. KIDD, Vice President
M. KLEMM, Secretary, Treasurer

PARKERBURG, WV 26101 (§)
304 485-3836
1116 Garfield Avenue

SUBSIDIARIES:

The Paper Shack I (I)
WHEELING, WV 26003
304 232-5571
39th & Wood Streets

The Paper Shack II (I)
PARKERSBURG, WV 26101
304 424-6020
1115 Garfield Avenue

Classen Papier KC
Landsberger Str. 80
D-43 Essen-Kettwig
GERMANY
01149-2054-130

DR. DIETER CLASSEN, President
GUNDOLF SENNE, Export Manager

Classic Packaging Corporation (I)
1-2280 Tyner Street
PORT COQUITLAM, BC V3C 2Z1
604 941-8607
B.W. PALMER, President
W.B. PALMER, Sales Manager
C. PALMER, Treasurer

Cleveland Paper Company (D†)
1614 East 40th Street
CLEVELAND, OH 44103
216 881-0880
ROBERT K. HULL, Chairman & Chief Executive Officer
DONALD S. MESSENGER, President
PATRICIA A. HULL, Secretary
JOHN F. STREIT, Treasurer

Clifford-Gould Paper Corporation—New York
(see Gould Paper Corporation)

Clinton Envelope and Paper Company (D†)
310 North 11th Street
PHILADELPHIA, PA 19107
215 923-3636
ROBERT L. HELD, Vice President
ROBERT C. DONNER, Treasurer
JAY M. DONNER, Secretary

Coast Paper (P†)
850 West Kent Avenue
VANCOUVER, BC
604 321-8511
V6P 3G1, CANADA
DONALD G. GARNETT, Chairman
BRUCE M. BRYDON, President
DONALD KYLLO, Vice President, Sales

Coast Paper (P†)
CALGARY, ALBERTA
403 291-1030
T1Y 5T3, CANADA
2820 37th Avenue, N.E.
ROSS BRADLEY, Manager

EDMONTON, ALBERTA (P†)
403 452-1275
T5S 1J7, CANADA
11670 - 170 Street
FRED KAMER, Manager

SASKATOON, SASKATCHEWAN (P†)
306 931-6600
S7K 5Z7 CANADA
807 60th Street East
TED HUMPHREYS, Manager

Codadip
(see Aussedat Rey)

Coleman Paper Company
(see Heritage Paper Company, Inc.)

Colonial Paper Co., Inc. (I†)
P.O. Drawer 2646
OCALA, FL 32678
904 622-4171
Florida Watts 1-800-342-3309
WILLIAM H. TUCK, SR., President
WILLIAM H. TUCK, JR., Vice President
DAVID A. TUCK, Vice President
GAIL B. TUCK, Treasurer

BRANCH:

Colonial Paper Co., Inc. d/b/a Hudson Distributing Co.
PALATKA, FL 32078
904 325-2078
P.O. Box 224
WILLIAM H. TUCK, SR., President
GENE WILKES, Sales Manager

Colony Papers, Inc. (D†)
204 S. Sumner Street
YORK, PA 17404
717 854-9577
NORMAN M. CALLAHAN, JR., Chairman of Board, CXO
FREDERICK B. CALLAHAN, President, COO
NORMAN L. MUMMERT, Vice President for Operations, Secretary
WILLIAM N. KOCHENOUR, Treasurer
THOMAS S. CORSE, Manager, Fine Paper Sales
RICHARD J. MANNING, Manager, Coarse Paper Sales

BRANCH:

HANOVER, PA 17331 (D†)
717 632-1550
325 Frederick Street
JEFF BEAVERSON, Manager

Columbia Paper Company
(see Affiliated Paper Companies)

Combined Packaging Inc.
(see Reliable Paper Company)

Comercializadora Nube, S.A.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Commerce Paper Company, The (†)
15 South Ontario Street
Box 1747 Central Station
TOLEDO, OH 43604
419 241-9101
EDGAR L. KUESTHARDT, Chairman of the Board
S. DEAN ROBERTS, President
CRAIG DEAN ROBERTS, Vice President
MARY K. ROBERTS, Secretary

Communication Paper Company (P)
1845 New Highway
FARMINGDALE, NY 11735
516 293-0505
STEPHEN E. OBLETZ, President
KENNETH E. OBLETZ, Vice President
RICHARD A. OBLETZ, Vice President

Compucopy
(see Butler Paper Company)

Con Alonso, S.A.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Congress Paper Corp. (P†)
110 East 149th Street
BRONX, NY 10451
212 665-5000
203 357-1520
RALPH KATZ, President
HOWARD KATZ, Vice President
JUDITH K. GORDON, Treasurer
HOWARD J. KATZ, Secretary

Conifer Paper Products, Inc. (I†)
4911 Central Avenue
RICHMOND, CA 94804
415 527-8222
LAWRENCE D. (LARRY) FOX, CEO & President
JOAN S. FOX, Secretary
JAMES W. (JIM) BROUGHER, Vice President, Sales
WILLIS E. (BILL) FIELDS, CFO & Vice President, Finance
LESLIE C. (LES) HANKIN, Operations Manager
ROBERT (BOB) MANGASAVIAN, Branch Manager

BRANCH:

FRESNO, CA 93725
209 268-8868
4668 E. Drummond Avenue

M. Conley Company, The (I†)
1312 4th Street, SE
P.O. Box 270
CANTON, OH 44701
216 456-8243
RICHARD M. CONLEY, Chairman of the Board & Treasurer
RICHARD D. CONLEY, President
DAVID CONLEY, Vice President Data Processing
MICHAEL CONLEY, Vice President Purchasing
LAWRENCE J. WINAFELD, Secretary

Consolidated Packaging, Inc.
(see Bunzl Corporation)

Consumers Paper & Supply Corp. (D†)
251 Otrobando Avenue
P.O. Box 746
NORWICH, CT 06360-0746
203 889-8481
KENNETH FISCHBURG, President
JOHN TWOMEY, Vice President
MARY MALLON, Secretary
ED BAIRD, Sales Manager

Copco Envelope & Converting Division
(see Paper Corporation of America)

Copco Papers, Inc.
(see Paper Corporation of America)

Copco Tape and Label Division
(see Paper Corporation of America)

Copysource, Div. of Garrett-Buchanan
(see Paper Corporation of America)

Coral Paper Corporation (P†)
3500 N.W. 125th Street
MIAMI, FL 33167
305 685-5954
JOHN PEREZ, President
PEDRO RAMIREZ, Vice President
ROBERTA PEREZ, Vice President of Marketing

Cordage of Cincinnati, Columbus, Dayton, Cordage Packaging, Cordage of Huntington, Indianapolis, Knoxville, Louisville, Nashville
(see Cincinnati Cordage and Paper Co.)

Cosmos Paper Products Ltd.
(see Balpex Inc.)

Cottingham Paper Company (I†)
324 E. Second Avenue
P.O. Box 622
COLUMBUS, OH 43201
614 294-6444
R.S. COTTINGHAM, President
RONALD E. ROOT, Vice President, Marketing

D

C.L. COTTINGHAM, Vice President Sales, Secretary-Treasurer
SHEILA R. COTTINGHAM, Vice President, Operations

Crawford Packaging Materials Ltd.
(see Balpex Inc.)

Crescent Paper Company, Div. of Distribix, Inc. (D†)
INDIANAPOLIS, IN 46221
317 635-3491
1940 West Oliver
EUGENE F. BEAR, President

Crest Paper Products (I†)
457 Mulberry Street
TRENTON, NJ 08638
609 394-5357
PAUL F. DI MANNO, President
FRANCIS P. DI MANNO, Vice President
CHARLES B. PENNYPACKER, Sales Manager
FRANCIS P. DI MANNO, Treasurer
M.L. DI MANNO, Secretary

Crestwood Paper Company, Inc.
(see Willmann Paper Company, Inc.)

Crown Paper, A Division of Crown Forest Industries Limited (D†)
1675 West 4th Avenue
VANCOUVER, B.C. V6J 1L8
604 668-4040
D.C. COOK, Vice President
G.C. DIXON, Manager Printing Paper Marketing
M.C. SHEIN, Sales & Marketing Manager, National Accounts
R.S. FOSTER, Manager Resale Marketing
R.F. BELLEFLEUR, Manager, Finance & Administration

REGIONS & BRANCHES:

EDMONTON, ALBERTA, T5V 1J9 (†)
403 452-2520
16408 - 121A Avenue
J.A. BURWASH, Manager

CALGARY, ALBERTA, T2M 4M6 (†)
403 250-5416
2340 22nd St. N.E.
P.O. Box 5001
Postal Station "B"
W.E. STRAND, Manager

REGINA, SASKATCHEWAN, S4N 4Z8 (†)
306 569-9011
607 East 4th Avenue
A.J. LADOUCEUR, Manager (out of Saskatoon Office)

SASKATOON, SASKATCHEWAN, S7K 3N1 (†)
306 931-8004
601 45th Street, East
A.J. LADOUCEUR, Manager

WINNIPEG, MANITOBA, R3G 0E9 (†)
204 775-4491
1320 Ellice Avenue
R.J. KLOSCHINSKY, Manager

MISSISSAUGA, ONTARIO L4W 1P2 (†)
416 624-3588
5400 Tomken Road
N.E. POLLARD, Manager

THUNDER BAY, ONTARIO, P7B 6E2 (†)
807 345-3282
Main Street, Keefer Terminal
Box 3555, Postal Station "P"
D. SCOBIE, Manager

NEW WESTMINSTER, B.C. V3L 5A9 (†)
604 528-0848
P.O. Box 2500
W.R. MILLER, Manager

SAANICHTON, B.C. V0S 1M0 (†)
604 652-3931
P.O. Box 70
S.B. SANDS, Manager

PRINCE GEORGE, B.C. V2N 2K8 (†)
604 563-0348
1021 Eastern Street
D.A. NEAL, Manager

Crown Products Company (I†)
450 Nepperhan Avenue
YONKERS, NY 10701
914 968-2222
MARSHALL KLEIN, President
SAM H. KLEIN, Vice President
ROBERT E. KLEIN, Secretary

D and W Paper Company, Inc., The (P†)
9930 Chef Menteur Highway
P.O. Box 26458, 70186
NEW ORLEANS, LA 70126
504 245-1411
HUEY E. McDOWELL, President
EDWARD L. (ED) YOKUM, Vice President, Sales Manager
THOMAS J. RUSSO, Vice President
KENNETH A. MUMFORD, Vice President
CAROLYN R. McDOWELL, Secretary-Treasurer

DRG Paper & Board (P)
Nash Mills, Hemel Hempstead
HERTS. HP3 9XF, ENGLAND
Watford 51331
Telex: 826013
I.B. MONRO
J.W. IRELAND
H. HIGGINS

Dacotah Paper Co. (I†)
1401 Fifth Avenue, No.
P.O. Box 2727
FARGO, ND 58108
701 235-4483
F.W. (BILL) MOHR, JR., Chairman of the Board
FRED W. MOHR, III, President & General Manager
OSCAR K. SANDVIK, Vice President
GARY M. PEDERSEN, Secretary-Treasurer
ERIC W. MOHR, Sales & Marketing Manager
MATTHEW D. MOHR, Operations Manager

Danvers Paper Company, Inc. (I†)
16 Riverside Avenue
DANVERS, MA 01923
617 777-0020
LEO C. THIBEAULT, JR., President & Treasurer
WILLIAM JOYCE, Sales Manager

Decatur Paper Company
(see Distribix, Inc.)

Dees Paper Company, Inc. (I†)
105A-MAIC
MOBILE, AL 36615
205 432-1784
(Mailing Address: P.O. Box 1680245, 36616)
A. LaMONT DEES, President
LaMONT H. DEES, Vice President-Operations
MARSYL DEES, Secretary-Treasurer
BILL JOHNSON, General Manager
MELDA NAPPIER, Controller
CHUCK McKINNER, Purchasing Agent
RANDY NIBLETT, Machine Sales

Deltapaper Corporation (I†)
4272 Wissahickon Avenue
PHILADELPHIA, PA 19129
215 226-6700
WILLIAM BREGMAN, President
BARRY SCHWARTZ, Vice President, Operations
ARNOLD J. MARINELLI, General Sales Manager
RAY HARRIS, Manager Operations
MARGARET DeMAURO, Controller

BRANCH:

Deltapaper Corporation Southern (I†)
ORLANDO, FL 32809
305 859-5900
2011 Viscount Row
WILLIAM BREGMAN, President
CHARLES STOECKLE, General Manager
GLENNA KEEFER, Manager Operations

Deposito Queretaro
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Deposito Tampico
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Deposito Torreon
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Diamond Paper Company, Ltd. (I†)
600 Market Street
NEW ORLEANS, LA 70130
504 525-5296
CHARLES H. KURZWEG, JR., President
ADOLPH C. BILLET, Secretary-Treasurer
CLARENCE J. BLANCHARD, Vice President
JOHN BURAS, Vice President

Diamond Paper Corporation (P†)
2936 Prosperity Avenue
P.O. Box 189
MERRIFIELD, VA 22116
703 573-9500
ALISON D.K. DIAMOND, President
LISA A. DEVLIN, Executive Vice President
DONALD K. HALTERMAN, Vice President
PAUL DIAMOND, Treasurer
ROLAND C. DOWNEY, Manager, Distribution
J.R. CAVANAUGH, Manager, Warehousing
JOY E. BERNEY, Manager, Administration

Diem & Wing Paper Company, The
(see Ris Paper Company, Inc. [Parent])

Dillard Paper Company (D†)
3900 Spring Garden Street
P.O. Box 21767 (27420-1767)
GREENSBORO, NC 27407
919 299-1211
JOHN H. DILLARD, President
FRANK A. SHARPE, JR., Vice President & Secretary
GEORGE R. BRUMBACK, Vice President & Treasurer
G. HENRY JOBE, JR., Vice President & Director of Purchases
THOMAS RUFFIN, JR., Vice President
ANDREW H. PEATROSS, General Sales Manager

NEWELL E. HOLT, Field Sales Manager
RONALD E. MECHLING, Marketing Manager
N. JOSEPH LEE, III, Assistant to Director of Purchases
MARY MARR JOHNSON, Purchasing Coordinator
CHARLES S. WALTER, Sales Promotion Manager
RICHARD G. NEWELL, Personnel Director
MARVIN F. SHARPE, Director of Engineering/Warehousing
DARGAN FRIERSON, Director of Industrial Relations

Dillard Paper Company Greensboro Division (D†)
GREENSBORO, NC 27407
919 299-1211
3900 Spring Garden Street
P.O. Box 21767 (27420-1767)
THOMAS RUFFIN, JR., Vice President & General Manager
BRYCE M. GREESON, Assistant Manager
J. NORMAN WAY, Purchasing-Industrial
JOE DICKENS, Purchasing-Industrial
JOY RODRIGUEZ, Purchasing-Printing
CAROLYN JONES, Purchasing-Printing

BRANCHES:

DORAVILLE, GA 30340 (D†)
404 449-6400
50 Best Friend Road
P.O. Box 47648, Doraville, Ga. 30362-7648
R.L. McKEE, III. Vice President & General Manager

AUGUSTA, GA 30906 (D†)
404 793-2881
P.O. Box 1330, 30903-2099
1427 Marvin Griffin Road
W.E. CHILDRESS, Vice President & Manager

ROME, GA 30161 (D†)
P.O. Box 1197, 30163-1601
3147 Martha Berry Hwy. NW
S.L. BROUGHMAN, Vice President & General Manager

BIRMINGHAM, AL 35214 (D†)
205 798-8380
P.O. Box 11367, 35202-1367
541 Republic Circle
R.D. WEBB, Vice President & General Manager

BRISTOL, VA 24201 (D†)
703 669-8174
P.O. Box 69, 24203-0069
1330 Spencer Street Extension
DONALD L. HALE, Vice President & General Manager

CHARLOTTE, NC 28208 (D†)
704 392-6131
P.O. Box 668966, 28266-8966
3100 Parkside Drive
R.F. GREEN, President & General Manager

COLUMBIA, SC 29201 (D†)
803 799-8770
P.O. Box 1489, 29202-1489
721 Vine Street, ACL Industrial Park
V.O. ROBERTSON, III, Vice President & General Manager

GREENVILLE, SC 29611 (D†)
803 269-2310
P.O. Box 2067, 29602-2067
Whitehorse Road
ELDON BULLINGTON, Vice President & General Manager

KNOXVILLE, TN 37919 (D†)
615 584-5741
P.O. Box 11607, 37939-1607
5900 Middlebrook Pike, N.W.
A.E. RUSSELL, Vice President & General Manager

LYNCHBURG, VA 24506 (D†)
804 525-6670
P.O. Box 10746
Enterprise Drive
RALPH NESBIT, JR., Vice President & General Manager

MACON, GA 31204 (D†)
912 746-8501
P.O. Box 4407, 31208-4407
3115 Hillcrest Avenue
MICHAEL W. HILDEBRAND, Vice President & General Manager

RALEIGH, NC 27607 (D†)
919 828-0501
3915 Beryl Drive
P.O. Box 33354, 27606-0354
GEORGE R. BRYANT, JR., Vice President & General Manager

RICHMOND, VA 23224 (D†)
804 232-7831
P.O. Box 34748, 23234-0748
2100 Jefferson Davis Highway
D.M. BOWER, Vice President & General Manager

ROANOKE, VA 24016 (D†)
703 343-5551
P.O. Box 13406, 24033-3406
2490 Patterson Avenue, S.W.
D.A. PEOPLES, Vice President & General Manager

WILMINGTON, NC 28403 (D†)
919 791-4606
P.O. Box 1558, 28402-1558
4102 Emerson Street, SCL Industrial Park
R.M. TENNILLE, III, Vice President & General Manager

WINSTON-SALEM, NC 27103 (D†)
919 768-4900
P.O. Box 10519, Salem Station, 27108-0519
3840 Kimwell Drive, Stratford Industrial Park
R.P. ROGERS, Vice President & General Manager

NORFOLK, VA 23502 (D†)
804 857-0161
P.O. Box 7254, 23509-0254
3666 Progress Road
GEOFFRY A. CLARK, Vice President & General Manager

SALISBURY, MD 21801 (D†)
301 546-1277
P.O. Box 2537, 21801-2537
1513 Edgemore Avenue
M.F. BROWN, Vice President & General Manager

Direct Packaging Inc. (I)

P.O. Box 415, 158 Midgely Drive
HEWLETT, NY 11557
516 295-3657
718 895-2444
LASKER HARRIS, President
SUSAN ROBINS, Office Manager

Distribix, Inc. (D)

16815 New Halls Ferry Road
Drawer AB
FLORISSANT, MO 63031
314 921-7070
HAL A. KROEGER, JR., President
WILLIAM T. LEITH, Executive Vice President & Secretary
FOSTER H. BALLARD, Vice President & Treasurer
KLAUS J. LINKE, Assistant Treasurer
JACK F. SIEBER, Marketing Manager, Business Papers

DIVISIONS:

Irwin Paper Co., Div. of Distribix, Inc. (D†)
QUINCY, IL 62301
217 223-4300
300 Maine Street
RONALD P. CUDNEY, President
RICHARD C. SEIFERT, Executive V.P./General Manager

Decatur Paper Company, Div. of Distribix, Inc. (†)
DECATUR, IL 62526
217 877-9330
815 E. Kenwood Avenue
JAMES A. BERNHARDT, President

Tobey Peoria Paper, Div. of Distribix, Inc. (†)
PEORIA, IL 61614
309 685-6231
P.O. Box 686
ROBERT E. COKER, President
G.W. EASTERBROOK, Chairman of the Board
JAMES G. WILLIAMS, Executive Vice President
THOMAS L. MAST, Vice President, Marketing & Manager, Industrial Products

Louisville/Southeastern Paper Company Div. of Distribix, Inc. (D†)
LOUISVILLE, KY 40213
502 637-2511
620 Locust Lane
WAYNE R. RUDLOFF, President
THEODORE R. SCHERPENBERG, Fine Paper Merchandising Manager
CLIFTON W. JARNIGAN, Vice President, Industrial Paper Merchandising Manager
J. PAUL BAKER, Vice President

Tobey Fine Paper, Div. of Distribix, Inc. (P†)
ST. LOUIS, MO 63110
314 652-4800
1424 Talmage Avenue
WALTER A. SEEGER, JR., President
GEORGE KNAPP, JR., Vice President & Treasurer
NORMAN J. MEDER, Vice President

Tobey Fine Papers of Kansas City, Div. of Distribix, Inc. (P†)
NORTH KANSAS CITY, MO 64116
816 842-9110
200 E. 16th Avenue
GENE R. SMITH, President
SIDNEY HOCK, Executive Vice President
JAMES E. ROE, Vice President, Marketing

Roach Paper Company, Div. of Distribix, Inc. (D†)
LITTLE ROCK, AR 72203
501 374-5507
400 Shall Street
EARL W. HATCH, President
CHRISTOPHER H. STRASSBURGER, Vice President Industrial Marketing

Roach Paper Company, Div. of Distribix, Inc. (P†)
MEMPHIS, TN 38118
901 363-4040
4021 Delp Street
H. ALLEN HEWITT, President
WALTER S. QUEEN, Vice President
FRED A. SCHONERT, Executive Vice President
DOUGLAS G. BASHAW, Sales Manager

Dixon Paper Company (D†)

410 Raritan Way
P.O. Box 5285, T.A.
DENVER, CO 80217
303 595-9944
WILLIAM L. DONAHUE, Chairman
LARRY B. STILLMAN, President
MARSHALL TUCKER, Chief Financial Officer
RICHARD ENGEL, Vice President, Marketing Manager, Printing Papers & Graphics
RICH LOWE, National Accounts Manager
THOMAS E. COSTELLO, Marketing Manager, Industrial Products

BRANCHES:

DENVER, CO 80217 (†)
303 371-7510
3900 Lima Street
P.O. Box 5286, T.A.
J. DAVID LANDES, General Manager

PUEBLO, CO 81002 (†)
303 544-2351
800 West 2nd
P.O. Box 1428
CHARLES (CHICK) VAUGHAN, General Manager

GRAND JUNCTION, CO 81502 (†)
303 242-5135
1423 Fourth Avenue
P.O. Box 1119
RICHARD PARRISH, General Manager

ALBUQUERQUE, NM 87125 (†)
505 345-7841
One Claremont, NW
P.O. Box 26629
RUDY DIAZ, General Manager

AMARILLO, TX 79105 (†)
806 372-8541
2801 South Pierce
P.O. Box 15410
DONALD PALADINO, General Manager

E

BILLINGS, MT 59104 (†)
406 252-2103
1495 Monad Road
P.O. Box 21195
GARY L. ROBBEN, General Manager

BOISE, ID 93707 (†)
208 375-3110
432 Steelhead Way
P.O. Box 7665
MAURICE SMITH, General Manager

COLORADO SPRINGS, CO 80933 (†)
303 598-5820
680 Garden of the Gods Road
P.O. Box 7950
RICHARD D. HENLEY, General Manager

EL PASO, TX 79926 (†)
915 779-2240
6839 Market Avenue
P.O. Box 26608, Ranchland Station
BOB G. BARNES, Vice President & General Manager

LUBBOCK, TX 79408 (†)
806 747-4616
4402 Locust Avenue
P.O. Box 2609
RALPH WEINRICH, General Manager

SALT LAKE CITY, UT 84130 (†)
801 972-2661
3700 West 1987 South
P.O. Box 30000
CARL JOHANNESEN, Vice President & General Manager

SPARKS, NEVADA 89431 (†)
702 331-1941
1300 East Glendale
P.O. Box 20909, Reno, Nevada 87125
DOUGLAS A. HAMM, General Manager

PHOENIX, AZ 85009 (†)
602 269-5711
1917 North 25th Drive
GREGORY S. DONAHUE, General Manager

Domtar Fine Papers Merchant Division (Head Office)
395 DeMaisonneuve Blvd. W.
P.O. Box 7211, Station 'A'
MONTREAL, QUEBEC H3A 1L6
514 848-5523
H3C 3M2
D.A. LEIGH, Vice President
T.H. LLOYD, Manager of Administration
R.K. ENGLISH, Manager, Special Grades
I.P. VAGHELY, Marketing Manager

Donill Die Cutting
(see Stanley Paper Company, Inc.)

Dowd Company, Inc., The (I†)
90 Commerce Way
P.O. Box 4004
WOBURN, MA 01888
617 935-8920
FRANK J. VIEGAS, President & Chief Executive Officer
DANIEL F. SULLIVAN, Treasurer
DONALD R. FAY, Senior Vice President
H. EARLE WILGUS, Vice President
PETER TOMASINI, Vice President for Sales

AFFILIATE:

Symons Paper Co., Inc. (I†)
GARDNER, MA 01440
617 632-1080
25 Kraft Street
R.J. McLAUGHLIN, Vice President & General Manager

Dralle Paper Company, Inc. (I†)
N29 W22798 Marjean Lane
WAUKESHA, WI 53186
414 544-6475
HERBERT L. DRALLE, President
LAMBERT R. DRALLE, Vice President

Dubin Paper Company (I†)
1910 S. Delaware Avenue
P.O. Box 924
PHILADEPHIA, PA 19105
215 462-7900
BURTON A. DUBIN, President
NORMAN B. HOCKMAN, Vice President

Dudley Paper Co., The Div. Copco Papers Inc.
(see Paper Corporation of America)

Duluth Paper & Specialties Co. (D†)
P.O. Box 16045 (55816-0045)
5912 Waseca Street
DULUTH, MN 55807
218 628-2873
MARY-JO GOULD, Secretary
FRED R. ROUSE, Vice President & Purchasing Agent-General Manager

Duplicating Papers, Inc.
(see Willmann Paper Company)

EPA Papiergrosshandel GmbH
Kaiserallee 89A, Postfach 2420
7500 KARLSRUHE 1, GERMANY
(0721) 8408-0
Telex 07826768
GUNTER CALMBACH, President/Owner
IMMO SICHARDT, Executive Vice President

EPC Distributors Inc. DBA/Elaine Products Company (I†)
208-22 Jamaica Avenue
QUEENS VILLAGE, NY 11428
212 776-6000
HAROLD KARMIN, President
ROBERT MENDELSOHN, Vice President
HERBERT SCHUVAL, Vice President
NORMAN WELEDNIGER, Treasurer
LEE POTEMKIN, Sales Manager
RON LUSTBERG, Purchasing Agent
DAVID HANSEN, Warehouse Manager
TYRONE WILLIAMS, Warehouse Manager
JEFF STONE, Export Manager
ENID ROSENBLOOM, Showroom Manager
ART LEWIS, Purchasing Agent

Eagle Paper Co. (P†)
2961-69 B Street, Indiana Ave.
PHILADELPHIA, PA 19134
215 634-4930
MARY ANN SPERA, President
RAYMOND SPERA, Secretary-Treasurer

M.J. Earl, Inc. (I†)
500 N. 3rd St. (19601)
P.O. Box 52
READING, PA 19603
215 375-8455
GARY W. SEYFERT, President
HARRY COHEN, General Manager
WILLIAM DONCSECZ, Purchasing Manager
ROBERT DELEHANTY, Sales Manager
GLEN BAILEY, Sales Manager, Chemical

Eastern Bag & Paper Co., Inc. (I†)
459 Iranistan Avenue
BRIDGEPORT, CT 06604
203 334-4111
CT 1-800-972-9622
MA, NY, RI, NJ 1-800-243-4447
LOUISE A. BAUM, President & Treasurer
MEREDITH B. REUBEN, Vice President
JAMES SUGARMAN, General Manager & Vice President
ROGER COTE, Manager of Purchasing
KENNETH COLMAN, Controller
JOHN WANG, Distribution Manager

AFFILIATE:

City Supply & Paper Co. (I†)
HARTFORD, CT 06210
203 249-5891
1-800-228-1951
3080 Main Street
LOUIS A. BAUM, President & Treasurer
MEREDITH B. REUBEN, Vice President
ANDREW POLESHEK, Branch Manager
WILLIAM MORTON, Operations Manager

Eastern Paper Co., The (I†)
3468 Main Street
P.O. Box 92
HARTFORD, CT 06141
203 249-6579
ROBERT RENERT, President
JEFFREY C. RENERT, Vice President
RICHARD B. RENERT, Vice President
MUKESH M. DESAI, Controller

BRANCH:

Eastern Paper of New England, Inc. (I†)
STANFORD, CT 06904
203 323-5747
669 Atlantic Street
P.O. Box 10755
JEFFREY C. RENERT, President
HARVEY SCHATTEN, General Manager

Eastern Paper Division of EPC Industries Ltd.
(see Balpex Inc.)

Economy Paper Co. (D†)
1175 E. Main Street
ROCHESTER, NY 14601
716 482-5340
IRVING CHERRY, President
WILLIAM SHEAR, Vice President
ROBERT CHERRY, Vice President
SHELDON SHEAR, Vice President

Edmeades, Bruce Sales Ltd.
(see Balpex Inc.)

Elgin Paper Company (I)
1025 N. McLean Boulevard
ELGIN, IL 60120
312 741-0137
ARTHUR I. FUNK, President & Treasurer
G.R. HARP, Secretary
ARTHUR W. FUNK, Vice President
JACK L. HELLER, Sales & Operations Manager

BRANCH:

Rockford Wholesale Paper & Plastic Company (I)
ROCKFORD, IL 61105
815 964-6729
611-612 Chestnut Street
ARTHUR I. FUNK, President & Treasurer

Elish, Harry, Paper Co., Inc. (P†)
435 Hudson Street
NEW YORK, NY 10014
212 255-2615
516 542-0770
800 ELISH-NY
LAWRENCE J. ELISH, President

THEODORE F. PAYNE, JR. Executive Vice President
EDWARD L. WAHL, Vice President
JAMES PAYNE, Vice President, Marketing
ANTHONY BULLA, Vice President, Sales

EMSCO Industries Inc. (I)

617 East 7th
SIOUX FALLS, SD 57102
605 336-0724
WALT MARZINKE, President
JOHN EWING, Vice President, Treasurer
BOB NITSCHKE, Vice President

Empire Paper & Chemical Co. (I†)

DeSoto Road & Wilmarco Avenue
BALTIMORE, MD 21223
301 644-9400
IRVIN COHEN, General Manager
HENRY CULMAN, Sales Manager

Empire Paper Co. (I†)

1400 Scott Street
P.O. Box 479
WICHITA FALLS, TX 76307
817 766-3216
JOHN M. ESTES, President, Bindery Division
MONTY WRIGHT, Vice President, Sales
DAVID C. ESTES, President Paper Division, Purchasing

Empire Paper Corp. (I)

134 Sheridan Avenue
ALBANY, NY 12210
518 463-4417
MARY NACHISON, President
DR. JON NACHISON, Vice President
RAY J. LINCOURT, Operations Manager

Empire Paper Corp. (D†)

1033 Massachusetts Avenue
BOSTON, MA 02118
617 427-0076
EDWARD A. ROSENBLOOM, Chairman of the Board
ELLIOTT SCHNEIDER, President & Treasurer
ELLIOTT OVEN, Vice President
EDITH ROSENBLOOM, Secretary

Enterprise Paper Co., Inc. (I)

11630 Caroline Road
P.O. Box 16244 (19114)
PHILADELPHIA, PA 19154
215 676-6900
JOEL H. GOTTLIEB, President
JOSEPH BROWN, Sales Manager
PETER ISEN, Director Purchasing

Everett Wholesale Paper Co. (I†)

2914 McDougal
P.O. Box 928
EVERETT, WA 98206
206 252-2105
W.F. KNEHR, President
L.R. GAMMAN, Vice President
D.M. KNEHR, Secretary, Treasurer
P.A. KNEHR, Vice President

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Altamirano 46 San Angel
MEXICO, D.F. 01090
91(5)548-66-60
ING. JORGE GONZALEZ GOMEZ, President
RAINER LENZ E., Vice President Sales
ING. ERICH WUENSCHMANN, Vice President Productions
JAN PETER BOLBRUGGE, Sales Manager
SR. JUAN OLMEDO BADIA, Vice President Finance

BRANCHES:

Aguerrerere Y Cia, S.A (D)
MEXICO 20, D.F.
524-77-81 524-78 82
Margaritas No. 416
SR. CARLOS AGUERREBERE

Cervantes Hermanos, S.A. (D)
GUADALAJARA, JAL.
91(36) 23-09-47
Mar Rojo No. 1587
Apdo. Postal No. 1-308
SR. ENRIQUE CERVANTES

Comercializadora Nube, S.A. (D)
11500 MEXICO, D.F.
395-22-48 395-22-67
Presa de las Pilas No. 34
Col. Irrigacion
SR. FELIPE NUNEZ

Con Alonso, S.A. (D)
CHIHUAHUA, CHIH.
91(141) 3-07-77
Jose Ma. María No. 3711
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91(22) 48-53-68
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Calzada Guadalupe No. 15
Fracc. La Villa en La Mesa

Mercantil Salamanca, S.A. (D)
SALAMANCA, GTO.
91(464) 811-09
Juárez No. 1006-A
ING. LUCIANO ROA S.

Newberry De Chihuahua, S.A. (D)
CHIHUAHUA, CHIH.
91(141) 575-75
Independencia No. 800
SR. KEN NEWBERRY

Papeles Selectos, S.A. (D)
GUADALAJARA, JAL. 44950
22-15-49 22-15-54 91(36)
Nanche No. 1507
Jardines de la Cruz.
SR. GUILLERMO CERVANTES

Raul Bolio Gomez (D)
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91(992) 341-55
Calle 71 No. 484
Apdo. Postal No. 613

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Angel Flores No. 940 Pte.
SR. MARCO ANGEL ARROYAVE

Representaciones San Luis, S.A. (D)
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Matamoros No. 215
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C. Salazar No. 1249 Pte.
Apdo. Postal No. 366
SR. RAUL COELLO

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VERACRUZ, VER.
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Prolongacion Navegantes Esq.
Framboyanes
COL. REVOLUCION

Deposito Tampico (D)
TAMPICO, TAMPS.
91(121) 230-19 233-30
Dr. A. Matienzo No. 304 Nte.
Apdo. Postal No. 445
SR. ARTURO CASTELLANOS

Deposito Torreon (D)
TORREON, COAH.
91(171) 3-33-99
Gregorio A. García # 557 Nte.
SR. JUAN JOSE RAMIREZ

Deposito Queretaro (D)
QUERETARO, QRO.
91(463) 288-24 243-34
Carretera San Gregorio # 102-B
ING. FEDERICO MEDINA

Fancy Pak Co. Ltd. (D†)

1195 Montee deLiesse Road
MONTREAL, QUEBEC CANADA
H4S-1J7
514 337-3242
SONNY WACHMAN, President
ARLENE WACHMAN, Secretary/Treasurer

Fargo Paper Company (D†)

1300 38th Street, North
P.O. Box 2967
FARGO, ND 58108
701 282-5311
PRENTISS H. COLE, President & General Manager
R. CHARLES PERKINS, Vice President & Treasurer
JAMES P. CRITELLI, Vice President-Industrial Papers
GERARD (JERRY) DOMPKE, Manager Printing Papers
GREG A. HANSON, Manager Sanitary & School Supplies
LLOYD L. ANDERSON, Secretary and Controller
KENNETH D. DAHL, Credit Manager
CHARLES R. UDART, Manager Information Processing Supplies

BRANCHES:

ABERDEEN, SD 57401 (†)
605 226-1118
9 N. Main Street
MELVIN GRAMS, Branch Manager

BISMARCK, ND 58501 (†)
701 223-1147
100 Third Street
MICHAEL T. McCLENNING, Branch Manager

GRAND FORKS, ND 58201 (†)
701 746-4531
201 N. 8th Street
RONALD F. BUSHY, Branch Manager

MINOT, ND 58701 (†)
701 839-1377
1608 20th Avenue S.E.
WILLIAM B. DEMARS, Branch Manager

Federal Paper, Division of Domtar Inc. (P†)

900 Upton Street
LaSALLE, QUEBEC
514 36[illegible] 7650
H8R 2T9, CANADA
LARRY GARDNER, General Manager

Federation Du Commerce Des Papiers Et Cartons De France

76 Avenue Marceau
PARIS 75008
720-43-35
ROGER GLINEUR

Fidelity Paper & Supply Corporation (I)

5 Lawrence Street
BLOOMFIELD, NJ 07003
201 738-3475
PIERRE GUARIGLIA, President
DAVID GUARIGLIA, Vice President
DOMINIC GUARIGLIA, Vice President
GARY GUARIGLIA, Secretary-Treasurer

Fine Papers of Shreveport

(see Virginia Paper Company/Division of Crown Zellerbach Corporation)

First State Paper, Inc. (P†)

100 Paper Place, New Castle, DE 19720
P.O. Box 10007

G

WILMINGTON, DE 19850 (mailing)
302 656-6546
RICHARD G. EMERSON, President
FRANK B. EMERSON, Vice President
DOLORES A. EMERSON, Secretary & Treasurer
RICHARD M. ZIMNY, Controller
RODNEY L. SIBERT, Sales Manager
JOHN C. MAY, Purchasing Manager

Fisher Bros. Paper Company (I†)
4115 Paper Place
P.O. Box 1720
FORT WAYNE, IN 46801
219 747-7442
THOMAS M. REHRER, President & Treasurer
FLOYD SIMS, Vice President, Marketing

BRANCHES:

JACKSON, MI 49201 (I†)
517 784-7151
543 Liberty Street
ROBERT CORWIN, General Manager

BOWLING GREEN, OH 43402 (I†)
419 352-8416
441 Pike Street
P.O. Box 373
WILLIAM BLAIR, General Manager

Fleetwood Paper Co. (I†)
10600 Seymour Avenue
FRANKLIN PARK, IL 60131
312 678-9090
FRANCIS J. HOULIHAN, President

Florida Paper Company
(see Affiliated Paper Companies)

Foley Distributing Corporation, The (I†)
P.O. Box 99
Rt. 7 North
RUTLAND, VT 05701
802 773-3738
MARK K. FOLEY, President
MICHAEL FAGAN, Sales Manager

Forest-Atwood Paper Company, Div. of Wilcox Walter Furlong Paper Company
(see WWF Paper Corp.)

Fort Smith Paper Co. (D†)
5721 So. Zero Street
P.O. Box 6358
FORT SMITH, AR 72906
501 646-6171
ROBERT C. GORDON, JR., President
ROBERT C. GORDON, MRS., Secretary & Treasurer
DON WILSON, Manager
CHARLES MITCHELL, Purchasing

DIVISIONS:

Ada Paper Co. (†)
ADA, OK 72820
403 332-7943
402 West Main Street
P.O. BOX 2076
KATHLEEN HOPKINS, Office Manager

The P.J. Fox Paper Company Inc. (D)
250 Station Street
P.O. Box 2235, 02905, Providence, RI
CRANSTON, RI 02910
401 467-3500
PAUL J. FOX, JR., President
JAMES V. FOX, Vice President
JOHN F. FOX, General Manager
RAYMOND J. GORMAN, JR., Sales Manager

Freedman, S., & Sons, Inc. (I†)
P.O. Box 1418
3322 Pennsy Drive
LANDOVER, MD 20785
301 322-5000
HERBERT F. SACKS, President
ROBERT VARNON, Vice President, Sales
DAVID GORDIN, Vice President, Purchasing
MARK FREEDMAN, Secretary-Treasurer

Frontier Paper Inc. (D)
355 E. 76th
ANCHORAGE, AK 99518
907 344-4000
GREGORY B. WILCOX, President
ELMER D. WILCOX, Vice President
HAROLD PIERCE, Treasurer

Fuller Paper Co., Inc. (I†)
3700 William Penn Highway
P.O. Box 3087
PALMER, PA 18043
215 253-3591
CHARLES W.G. FULLER, President & Treasurer
CHARLES W. (CHUCK) FULLER, Executive Vice President, Secretary & General Manager
JOSEPH J. CSASZAR, Assistant Secretary

Fulton Paper Company (I†)
1006 West 27th Street
WILMINGTON, DE 19802
302 594-0400
JOHN A. BRADLEY, President
ROBERT M. JANVIER, SR., Vice President
ROBERT M. JANIVER, JR., Purchasing Agent
JEAN G. BRADLEY, Secretary

DIVISION:

SPRINGFIELD, PA 19064 (†)
215 544-8850
1138 Baltimore Pike
KATHLEEN M. DESCANO, Manager

Fulton Paper Co., Inc (I†)
5200 Phillip Lee Dr., S.W.
ATLANTA, GA 30336
404 691-4070
MARSHALL H. HIRSCH, President
A.W. LAMB, Vice President & Treasurer
WILLIAM N. HIRSCH, Vice President & Secretary

BRANCHES:

Paper Supply Co. (I†)
ALBANY, GA 31701
912 436-3301
518 Roosevelt Avenue
BUDDY WILDES, General Manager
RUTH HATTON, MRS., Office Manager

Panama City Paper Co. (I†)
PANAMA CITY, FL 32402
904 785-9400
419 W. 5th Street
DALE SANVELSON, Office Manager

[redacted]

G.T. French Paper Ltd.
(see Balpex Inc.)

GWM Industries, Inc. (D)
161 Avenue of the Americas
NEW YORK, NY 10013
212 741-6100
RUSSELL B. (RUSS) PASFIELD, Chairman of the Board
RUSSELL A. (RUSS JR.) PASFIELD, President & CEO
RAYMOND A. (RAY) GIUSTO, Executive Vice President & Treasurer
KENNETH C. (KEN) PASFIELD, Secretary

DIVISIONS:

Millar, Geo. W., & Co. (division of GWM Industries Inc.) (D†)
NEW YORK, NY 10013
212 741-6100
161 Avenue of the Americas
BRUCE SCHER, Sales Manager
JACK WERNER, Operations Manager

Selig Paper Company (division of GWM Industries Inc.) (D†)
MELVILLE, NY 11747
516 293-1260
65 Maxess Road 718 895-4110
GEORGE HOWARD, President
RANDOLPH DREYER, General Operations Manager
JEFFREY HOWARD, Sales Representative

Gadsden Paper & Supply Company
(see Affiliated Paper Companies)

Garden City Paper International
(see Ris Paper Company, Inc.)

Garrett-Buchanan Co.
(see Paper Corporation of America)

Garriga Trading Co., Inc. (P)
Munet Court # 3
Caparra
GUAYNABO, PR 00657
809 781-0004
G.P.O. Box 4862
San Juan, PR 00936
IVAN GARRIGA, President
FERNANDO MARQUES, Sales Manager

Gascon Paper Company (I†)
1391 West 110th & Detroit Avenue
CLEVELAND, OH 44102
216 221-1214
J.R. PIERATT, Chairman, President, General Manager
DON M. GASCON, Executive Vice President
ROBERT MILMINE, Vice President
V. WM. SANDERSON, Treasurer
ROBERT GRAHAM, Secretary
VIVIAN BUJNOVSKY, Assistant Secretary
HAROLD BAUS, Purchasing & Wholesale Sales

Gasway, J.P., Company, Inc. (D†)
1113 Sixth Street, SE
P.O. Box 2104
CEDAR RAPIDS, IA 52406-2104
319 363-3537
WILLIAM D. GASWAY, President, Treasurer & General Manager
HARRIET A. GASWAY, Vice President & Secretary
ARLENE M. FINTEL, Assistant General Manager & Office Manager
DONALD R. FISH, Sales Manager, Schools & Institutional
KENNETH HECK, Warehouse Manager
R.S. LANE, Retail Packaging & Office Supplies Manager
S.S. GASWAY, Assistant Treasurer, Comptroller, Purchasing Agent

General Paper
(see Cincinnati Cordage & Paper Co., The)

General Paper Co., Inc. (I†)
1760 North Ardenwood
P.O. Box 1829
BATON ROUGE, LA 70821
504 927-8540
FRANCES M. ANDERSON, President
ALLYSON A. McKAY, Vice President/General Manager
DENNIS GUYBAN, Secretary & Treasurer

General Paper Goods Co., Inc. (D)
3530 Browns Mill Road S.E.
P.O. Box 699

ATLANTA, GA 30354
404 763-2556
MURRAY L. FLORENCE, JR., President
ALAN E. CAMP, Vice President, Director of Sales
W. EUGENE TARPLEY, Secretary, Treasurer

Gleason Paper Co. (P†)
4305 Oneida Street
P.O. Box 5045 T.A.
DENVER, CO 80217
303 388-4872
JAMES I. GLEASON, President
JAY GLEASON, Vice President

Goldman, G.B., Paper Co. (D†)
2201 East Allegheny Avenue
PHILADELPHIA, PA 19134
215 423-8600
NEW YORK, NY
212 966-0300
BERNARD SIMONSON, Chairman of the Board
MERVYN M. GOLDER, President
ROBERT B. GOLDER, Executive Vice President
ALBERT RESNICK, Vice President, Secretary
HARRY HOOPES, Vice President-Operations
SAUL M. CARROLL, Vice President-Finance
ROBERT RUBIN, Sales Vice President
RON RICHTER, Sales Vice President

Goodwin-Robbins Paper Co., Inc. (D†)
P.O. Box 492
84 New Salem Street
LACONIA, NH 03247
603 524-0502
DAVID P. ROBBINS, President & Treasurer
CECILE WALDRON, Comptroller
PETER ROBBINS, Vice President
RICHARD MAYO, Purchasing

Gomez, Raul Bolio
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Gordon Paper Company, Inc. (I†)
NORFOLK, VA 23501
804 464-3581
P.O. Box 1806
5713 Ward Avenue, Virginia Beach, VA 23455
TAVIA F. GORDON, President
DANIEL GORDON, Secretary-Treasurer

Gould Paper Corporation (P)
315 Park Avenue South
NEW YORK, NY 10010
212 505-1000
HARRY E. GOULD, JR., Chairman of the Board & President
D.J. LALA, Executive Vice President
PETER J. GOULD, Senior Vice President
ROBERT ANDERSON, Executive Vice President & General Sales Manager
IRVING S. KLEIN, Vice President, Secretary & Treasurer
JOSEPH A. BERGMAN, Vice President, & Controller
JERRY MUTCHNICK, Vice President-Credit Manager
MICHAEL PEARL, Vice President, Administrative Operations
ROBERT A. BROWN, Sales Senior Vice President, General Manager Book Publishing Division
RICHARD IRWIN, Sales Senior Vice President & General Manager-Publication Papers Division
JOSEPH CARPITANO, Sales Senior Vice President
ARTHUR CHAPLIN, Sales Senior Vice President
FRED COLLINS, Sales Senior Vice President
ARTHUR ENGLISH, Sales Senior Vice President
ALVIN GOLDFARB, Sales Senior Vice President
DANIEL JACKINO, Sales Senior Vice President
RICHARD MINER, Sales Senior Vice President
LOWELL ASH, Sales Vice President
FREDERICK BALLUFF, Sales Senior Vice President
BENJAMIN BIERMAN, Sales Vice President
ARTHUR BRACCO, Sales Senior Vice President
ED DELMONTE, Sales Vice President
JOHN LACY, Sales Vice President
DONALD SMITH, Sales Vice President
MARTIN ASHERY, Director-Government Sales
JOSEPH O'NEILL, Sales Vice President
ROBERT LATZEN, Sales Vice President

DIVISIONS:

Aldine Paper Company—New York (I)
NEW YORK, NY 10010
212 505-1000
315 Park Avenue South
PETER J. GOULD, President
GUY B. WHEELER, III, Executive President
KEITH M. SCHONBRUN, Vice President

Carlyle Paper Company—New York (D)
NEW YORK, NY 10010
212 505-1000
315 Park Avenue South
PETER J. GOULD, President

Gould Paper Corporation (D†)
ASTORIA, NY 11102
212 726-9509
26-15 4th Street
ROBERT VALENTINO, Manager

Gould Paper Corporation (P)
DALLAS, TEXAS 75204
214 742-4323
3003 Carlisle Avenue
BILL CRISLER, Sales Senior Vice President & General Manager

Majestic Paper Corporation (D)
NEW YORK, NY 10010
212 505-1400
315 Park Avenue South
ROBERT COLUCCO, Sales Vice President
JOHN PETRUCELLI, Sales Vice President
MARION HINDENBURG, Sales Vice President
ELLIOTT PASSO, Sales Vice President
DIXON HUNTER, Sales Vice President
PHILIP SALZMAN, Sales Vice President

Olympic Paper Co., Inc.—New York (D)
NEW YORK, NY 10010
212 505-1000
GARY ZIPPER, Sales Manager
ABRAHAM SIEGEL, Sales Vice President
MORT EISENBERG, Sales Vice President
RICHARD GREENEBAUM, Sales Vice President

Clifford-Gould Paper Corporation—New York (P)
NEW YORK, NY 10165
60 East 42nd Street
JOHN P. CLIFFORD, President

Graco Paper Co., Inc. (I†)
P.O. Box 381776
MIAMI, FL 33138
305 836-1400
HAROLD R. GRANOFF, Chairman of the Board
ROBERT I. GRANOFF, President
JEFFREY GRANOFF, Vice President & Treasurer
EVE BRENNAN, Controller

Grant Paper Co. (P†)
25 McKean Street
PHILADELPHIA, PA 19148
215 336-0500
New York 212 431-3400
DAVID ROITMAN, President
HARVEY ROITMAN, Treasurer
EUGENE AARON, Vice President Sales

Graphic Papers
(see Rolland, Inc.)

Graphic Papers, Inc. (P)
2101 Poydras
NEW ORLEANS, LA 70112
504 525-5686
504 273-3666
EARL A. SPINDEL, President & Sales Manager
E. (RUSTY) SPINDEL, Vice President
CRAIG M. SPINDEL, Vice President
ELIZABETH M. SPINDEL, Treasurer
LISA A. SPINDEL THOMPSON, Vice President

Grayco Products Corporation (I†)
[illegible]0 New York Avenue
WESTBURY, NY 11590
516 997-9200
(NYC) 718 895-9417
HERBERT GINSBERG, President
STEPHEN GINSBERG, Vice President
SHEILA MORIARITY, Office Manager
BARRY GINSBERG, Operations Manager
DAVID GINSBERG, Sales Trainer

Great Atlantic Paper Pkg. Corp.
P.O. Box 341
281-289 Butler Street
BROOKLYN, NY 11217
718 858-3636
ALVIN ROTHKOPF, President
ALAN SNEIDER, Executive Vice President
RUTH CASEY, Vice President

E. Green and Company
(see Bunzl Corporation)

Greenberg Corporation (I†)
1300 Thorndale Avenue
ELK GROVE VILLAGE, IL 60007
312 595-8990
BERNARD GREENBERG, Chairman of the Board
ROBERT MATAS, Vice President & General Manager
ROBERT LARSON, Vice President-Finance
SOL KESSLER, Vice President of Marketing
EDWIN GREENBERG, Executive Vice President
BARBARA KRIEGER, Assistant to C.E.O.
HARVEY BLATT, Sales Manager
JANET NEWHAM, Director of Purchasing

Greenson Paper Co., Inc. (I†)
Lafeyette Avenue
P.O. Box 2133R
MORRISTOWN, NJ 07960
201 538-0100
A. GREENGOS, Chairman
K. GREENGOS, President
L. GREENGOS, Vice President

Groupex Distribution Inc.
(see Balpex Inc.)

John Groves Co. (I)
412 E. 8th Avenue
HOMESTEAD, PA 15120
412 462-7900
IRENE GROVES WEISS, President
RENEE GROVES LEONARD, Vice President
WALTER F. LEONARD, General Manager

Guardian Paper Corporation (P†)
622 Scott Blvd.
COVINGTON, KY 41011
606 491-3911

H

JEFFREY L. SCHULER, President-Treasurer
RUTH M. SCHULER, Vice President
DOUGLAS A. SCHULER, Secretary

Gulfport Paper Co., Inc. (I†)
3019 15th Street
P.O. Box 4048
GULFPORT, MS 39501
601 863-8031
W.C. BOEHMER, Chairman
RICHARD H. BOEHMER, President
EDWARD W. ESTES, Vice President Sales
M. CURTIS GENTRY, Secretary

Gummed Papers of America, Inc. Excel Paper Division (P†)
1001 W. Van Buren Street
CHICAGO, IL 60607
312 243-6860
DAVID M. COHN, President
ARLYNE DRUCKMAN, Controller
MICHAEL J. VRBANCIC, Assistant General Manager
GREGORY KESTLER, Customer Service Manager
SUSAN HUDSON, Credit Manager
KATHY OTTEN, Director of Marketing

[redacted]

Halls Canada Paper, Div. of Domtar Inc. (P)
46 Hollinger Road
TORONTO, ONTARIO
416 751-3314
M4B 3G5, CANADA
J. HENDERSON, General Manager

Hammermill Distribution Group (D)
1540 East Lake Road
P.O. Box 10050
ERIE, PA 16533
814 456-8811
RICHARD A. REEVES, Vice President
E. C. (SAM) SAMUEL, Group Controller
(See Carter Rice, CDA Distributors and Western Paper Company)

Harco Paper Co. (I†)
1122 Street Road
SOUTHAMPTON, PA 18966
215 357-5445
215 677-8801
HARRY COMER, President & Sales Manager
ANITA COMER, Secretary-Treasurer

Harlem Paper Products Corp. (I†)
515 Truxton Street
BRONX, NY 10474
212 542-3500
BERNARD MARSH, President
MARTIN MARSH, Vice President & Secretary
RAYMOND J. KOHN, Treasurer & Marketing Director
JOSEPH UROW, Comptroller
DAVID WARREN, Operational Manager

Harrisburg Paper Company (see CDA Distributors)

Haseldonckx (D)
Breker, 40
B. 1703 Kobbegem
BELGIUM
32 452 87 55
Telex 21 858
J. PAIS, Adm.-Dir.-General

Hathaway Paper Company (I)
P.O. Box 1618
Highway 340 South
WAYNESBORO, VA 22980
703 949-8285
CURTIS HATHAWAY, President, Treasurer
STEPHANIE A. HATHAWAY, Vice President, Secretary
LAURIE THACKER, Purchasing Agent/Operations Manager

Havill, T., Inc. (D†)
11970 Albert Hudon Boulevard
MONTREAL NORTH, QUEBEC
514 321-8820
H1G 3K3, CANADA
R.D.G. HAVILL, President & Secretary
R.T.L. HAVILL, Vice President & Treasurer
A. JUTEAU, Sales Manager Printing Division
J.G. PALIN, Sales Manager Inplant Division

Hearn Paper Company, The (D†)
556 North Meridian Road
P.O. Box 2493
YOUNGSTOWN, OH 44509-0493
216 792-6533
J.E. (JOE) BAKALIK, President
LAWRENCE J. (LARRY) ORTZ, Vice President & General Manager
BRYAN K. REED, Secretary-Treasurer
GABRIEL COVAS, Vice President & Sales Manager

Heller & Usdan, Inc. (D†)
7 Caesar Place
MOONACHIE, NJ 07074
201 933-8100
212 226-5200
MARTIN J. USDAN, President
N.H. USDAN, Executive Vice President
RAYMOND F. BAKER, Vice President Operations
RALPH J. WINARD, Vice President, Paper & Converting Group
LAWRENCE KUSIK, Vice President, Administration
ERIC KIRCH, Vice President, Specialty Group
DON MALCUIT, Vice President Packaging
SHELDON H. FREEMAN, Vice President Industrial
J.J. RAGUSA, Vice President, Finance & Treasurer

Henley Paper Co. (D†)
8400 Triad Drive
Triad Industrial Park
P.O. Box 20408 (27420)
GREENSBORO, NC 27409
919 668-0081
NIXON C. HENLEY, President & Chief Executive Officer
A.B. HENLEY, JR., Chairman of the Board & Secretary
CHARLES G. KENNEDY, Treasurer & Assistant Secretary
CHARLES I. ALLRED, Executive Vice President of Operations
PEYTON N. SHANER, JR., Vice President, Printing Papers
WILLIAM C. PARKS, JR., Vice President, Industrial Papers
ORREN R. MASON, Director of Purchasing, Industrial Papers
C. LARRY HEDRICK, Director of Purchasing, Printing Papers
O. McMULLAN, Vice President

Henley Paper Company Greensboro Division (D†)
GREENSBORO, NC 27409
919 668-0081
8400 Triad Drive
P.O. Box 20408 (27420)
CHARLES A. COLLINS, Division Manager

DIVISIONS:

CHARLOTTE, NC 28217 (D†)
704 588-1400
10720 Nations Ford Road, P.O. Box 7006
HUBERT N. HELMS, Operations Manager
LEE HOSTETLER, Division Manager
STEVE SELVEY, Sales Manager Printing

ASHEVILLE, NC (D†)
704 684-1332
3175 Sweeten Creek Road, Skyland, NC
P.O. Box 1040 (28776)
GEORGE HOFFMAN, Division Manager

HICKORY, NC 28601 (D†)
704 328-1886
2835 Tate Boulevard
P.O. Box 2303 (28601)
GEORGE HOFFMAN, Division Manager

GREENVILLE, SC 29687 (D†)
803 268-7750
103-A Watson Road, Taylor, SC
P.O. Box 775 (29687)
LYLE CHAMPION, Division Manager

RALEIGH, NC 27619
919 872-8110
1601 Wolfpack Lane
P.O. Box 18365
DAVID K. HOCKENBERRY, Division Manager

RALEIGH, NC 27619
919 872-8110
1601 Wolfpack Lane
P.O. Box 18365
DAVID K. HOCKENBERRY, Division Manager

HIGH POINT, NC 27261
919 887-2637
613 Prospect Street
P.O. Box 2673
RON FLORENCE, Manager-Converting Division

Heritage Paper Company, Inc. (I†)
4011 Morton Street
P.O. Box 23517
JACKSONVILLE, FL 32217
904 737-6603
ROBERT F. (BOB) PURSER, President & Chairman of the Board
JOHN A.H. MURPHREE, JR., Vice President, Secretary & Treasurer
JOHN H. BUCKNER, Vice President
ROBERT F. PURSER, JR., Vice President & Director of Purchasing
SAMUEL C. POLK, Vice President

BRANCHES:

Heritage Paper Company, Inc. of Orlando (I†)
ORLANDO, FL 32808
305 293-1110
2640 Mercy Drive
HARRISON "RIP" K.T. VOORHEES, Vice President & General Manager

Coleman Paper Company, Inc. (I†)
VIDALIA, GA 30474
912 537-9231
407 East Main Street
SAMUEL C. POLK, Vice President & General Manager

Heritage Paper Company, Inc. of Tampa (I†)
TAMPA FL 33605
813 248-3330
4757 Distribution Drive
JAMES S. KING, Vice President & General Manager

St. Lucie Chemical & Supply (I†)
STUART, FL 33494
2885 S.E. Jefferson Street
JAMES C. CURRIE, Vice President & General Manager

Herrington Paper Co. (P†)
4880 Hills & Dales Road N.W.
CANTON, OH 44708
216 477-3411
RONALD D. CULLEN, President & Treasurer
JOSEPH R. CULLEN, Vice President-Sales
JEANNE M. CULLEN, Secretary-Vice President

Hershey Paper Company (I†)
3650 Hempland Road
P.O. Box 4247
LANCASTER, PA 17604
717 285-3151
CHARLES H. MILLER, President
STEPHEN H. MILLER, Vice President

Hess, R.L. Company, Inc., The (I†)
2260 Harrison Street
P.O. Box 1006
NEENAH, WI 54956
414 722-6500
RICHARD L. HESS, President
SUSAN H. HESS, Vice President, Secretary

Holmberg Company Inc. (P)
14903 DeVeau Place
MINNETONKA, MN 55345
800 328-5101
ALBERT E. HOLMBERG, Chief Executive Officer
THOMAS A. HOLMBERG, President
RICHARD S. HAGBERG, Production Manager
LOCKE M.PERKINS, Sales Manager

Hope Dispensing Systems
207 Buffalo Street
MILWAUKEE, WI 53202
414 271-2933
SAMUEL N. HOPE

The Horn Corporation (I)
Westford Road
P.O. Box 190
AYER, MA 01432
617 772-0290
ROBERT H. LANG, JR., President and Chief Executive Officer
JOHN A. HUGHN, Vice President-Treasurer
NORBERT V. REARDON, III, Vice President, Sales Manager
MIKE HIGNETT, Industrial Paper Division Manager
CHARLES RIZZO, P.A.

BRANCH:

WALLINGPORT, CT 06492 (I)
203 284-0333
34 Capital Drive
ROGERT LIUZZI, Branch Manager

Horwitz Paper & Packaging Co. of Elmira, New York, Inc. (D†)
625 Philo Road West
P.O. Box 866
ELMIRA, NY 14902
607 739-3666
ROBERT K. WATKINS, President
OSCAR F. MAYES, JR., Vice President
EDWARD L. SHEIVE, Secretary
PATRICK S. BONNELL, Operations Manager
MARTIN BALDWIN, Manager, Sanitary Products Division
MARK R. WATKINS, Marketing Manager
DANIEL J. MAYES, Purchasing Manager

Hubbs & Howe Company, Inc. (D†)
2200 Harlem Road
BUFFALO, NY 14225
716 895-7900
FRANKLYN F. SCHAFER, JR., President
WILLIAM H. BIRKMAYR, Chairman of the Board Executive Vice President & Treasurer
PHILIP H. HANS, Senior Vice President
ALAN MUNCIL, Sales Manager, Fine Paper
GERALD G. BUTLER, Sales Manager, Fine Paper

BRANCHES:

ERIE, PA 16501 (†)
814 454-0151
1901-05 Peach Street
JAMES J. FELIX, Vice President

ROCHESTER, NY 14606-1896 (†)
716 254-7070
(Mailing address: P.O. Box 1332, 14603-1332)
573 Lyell Avenue
WILLIAM S. AVERY, Vice President

Miller Paper Co. Division (†)
SYRACUSE, NY 13206
315 437-8544
101 Danzig Street
JOSEPH R. BURG, Vice President

UTICA, NY (†)
P.O. Box 150
105 Main Street
Whitesboro, NY 13492
315 768-8181
JOSEPH R. BURG, Vice President

Hudson City Paper Company Inc. (P†)
12 York Avenue
WEST CALDWELL, NJ 07007
NJ 201 226-1811
NY 212 695-2287
KENT WESTHELLE, President
ROBERT WESTHELLE, Vice President & Secretary
STEVEN WETZEL, General Manager
CARL WESTHELLE, Treasurer

Hudson Paper Company, The (D†)
1341 W. Broad Street
P.O. Box 669
STRATFORD, CT 06497
203 324-6135
MILTON H. WILK, President
SEYMOUR WILK, Vice President & Secretary
RICHARD M. WILK, Treasurer
JOSEPH E. BUSAK, Vice President Finance & Administration
EDWARD HAUSER, Vice President, Sales

Hudson Valley Paper Company (P†)
981 Broadway
P.O. Box 1988
ALBANY, NY 12201
518 436-8481
SYDNEY T. JONES, III, President, Treasurer
BEN GIAGNI, Vice President
R. DONALD BECKLEY, Secretary, Controller
JOSEPH TIERNEY, Customer Service Manager
DAVID MANONI, Inventory Manager
JOHN HAULIK, Credit Manager
RON WITKOWSKI, Operations Manager

BRANCHES:

Hudson Valley Paper Company - Binghamton (†)
ENDWELL, NY 13760
607 748-7315
107 Brink Street
LEONARD DITTON

Hudson Valley Paper Company - Burlington (†)
WILLISTON, VT 05495
802 862-4289
Avenue C
Griswold Industrial Park
WILLIAM DUNN, Branch Manager

Hull Paper Company (P†)
100 South Clinton Street
DAYTON, OH 45402
513 228-7154
ROBERT K. HULL, President, Treasurer
GERALD R. CALLAHAN, Vice President
PATRICIA A. HULL, Secretary

BRANCH:

COLUMBUS, OH 43229 (†)
614 846-3485
6999 Huntley Road
JOHN F. STREIT, Vice President, Manager
WILLIAM HOSKET, Manager

Hunter Paper Co. (D†)
220 Coster Street
BRONX, NY 10474
212 893-1200
JOEL KAPLOWITZ, President
BERT KAPLOWITZ, Vice President
MICHAEL KAPLOWITZ, Secretary-Treasurer

Hy-Grade Distributors, Inc. (I)
574 Main Street
TONAWANDA, NY 14150
716 695-3960
SAMUEL C. GIANGRECO, Chairman
AVROM P. STERMAN, President
JOSEPH M. FRAWLEY, Vice President Janitorial & Maintenance
PAUL GIANGRECO, Vice President, Sales
DOUGLAS MARSHALL, Vice President, Marketing
JOHN J. CALLEA, General Manager
MARTIN FALK, Purchasing Manager
ROSEMARIE RUSCH, Purchasing Agent
MICHAEL P. PRZESTAWSKI, Controller

I Supply Co. (I†)
P.O. Box 929
216 S. Lowry Avenue
SPRINGFIELD, OH 45501
513 323-4904
GERALD L. (JERRY) PARISI, President
GARY D. LATHAM, Vice President of Marketing
ANITA L. BOSHEARS, Treasurer
ROBERT FANNIN, Director of Purchasing
PAUL SLAGLE, Sales Manager

Image Supply Inc. (I)
2114 N. Cedar Street
LUMBERTON, NC 28358
919 738-1166
DAVID L. EDGE, President
DONALD P. SMITH, Sales Manager
RONALD BARBER, Treasurer

Imperial Bag & Paper Co., Inc. (I†)
1390 Spofford Avenue
BRONX, NY 10474
212 542-1100
MICHAEL NASH, President
STEPHEN NASH, Executive Vice President
GERALD SOLOMON, Vice President

Impressions Paper & Supply Corp. (P†)
733 Canal Street
STAMFORD, CT 06902
203 359-8800
RAYMOND A. GERMIN, President
MICHAEL P. NEGRI, Executive Vice President
PAUL D. COLLINS, JR., Vice President
SEELEY POWLEY, Manager, Customer Service

Industrial Packaging Systems
(see Alling and Cory)

Industrial Paper Corporation (I†)
5020 Bakers Ferry Road, S.W.
ATLANTA, GA 30336
404 691-9560
JACK LICHTENSTEIN, Chairman of the Board
MARK LICHTENSTEIN, President
ELSIE LICHTENSTEIN, Vice President

Industrial Wiper Supply & Paper Company (I)
155 Sixth Street
P.O. Box 195
CHELSEA, MA 02150
617 884-5550

I

EDWARD J. CALLAHAN, President
DENNIS J. McGURK, Vice President

Ingalls, Cronin Company
(see Carter Rice)

Inlander-Steindler Paper Company Corporate Offices (D†)
2100 Devon Avenue
ELK GROVE VILLAGE, IL 60007
312 952-2000
HERBERT C. ALTHOLZ, Chairman of the Board and Chief Executive Officer
THOMAS I. ALTHOLZ, President and Chief Operating Officer
JAMES F. KERCH, Vice President
RICHARD A. MIGNANO, Vice President, Sales & Marketing
JOHN T. COULEUR, Vice President of Operations
RONALD G. HILTON, Corporate Controller
MARK R. BROWN, Director of Data Processing
BRUCE W. STONE, Director of Credit Administration

BRANCHES:

ELK GROVE VILLAGE, IL 60007 (D†)
312 952-2000
2100 Devon Avenue
JAMES D. KIMMITT, Branch Manager
MARK GIANNESCHI, Operations Manager

SOUTH BELOIT, IL 61080 (D†)
815 389-3721
5466 Rockton Road
P.O. Box 2499, Rockford, IL 61132
JAMES F. KERCH, Branch Manager
TERRY A. LARSON, Operations Manager

QUAD CITIES (D†)
309 787-7905
912 East 8th Street
P.O. Box 960, Milan, IL 61264
THOMAS A. NUSBAUM, Branch Manager
MICHAEL J. DAFFARA, Operations Manager

MILWAUKEE, WI 53051 (D†)
414 783-5555
W134N 5373 Campbell Drive
Menomonee Falls, WI 53051
RICHARD F. BARTMAN, Branch Manager
DAVID M. ONDRACEK, Operations Manager

SOUTH BEND, IN 46614 (D†)
219 291-7412
915 West Ireland Road
P.O. Box 2918, South Bend, IN 46680
JAMES E. BLILER, Branch Manager
KENT A. DENNIS, Operations Manager

HAMMOND, IN 46323 (D†)
219 972-1747
312-474-1332
2001 North Cline Avenue
P.O. Box 718
Griffith, IN 46319
JAMES E. BLILER, Branch Manager

MADISON, WI 53716 (D†)
608 222-4122
1250 Femrite Drive
P.O. Box 6173
JAMES F. KERCH, Branch Manager

Inter-City Paper Company (P†)
432 Front Avenue
ST. PAUL, MN 55117
612 228-1234
(Mailing Address: P.O. Box 43571, St. Paul, MN 55164-0571)
WILLIAM LAUGHLIN, President & Chief Executive Officer
KENNETH F. LUKASKA, Executive Vice President
LA MAR LUNDELL, Vice President
CHARLES A. BELLAND, Vice President & Treasurer
JOHN HALLBERG JONES, Vice President, Mill Department Manager
GREGORY W. JOHNSON, Vice President, Customer Service Manager
TIMOTHY W. CLARK, Administrative Assistant
ROBERT K. DOWLER, Special Projects Manager

Inter City Papers Limited Sub. Abitibi-Price Inc. ((D)
Head Office
150 Clement Street
LA SALLE, MONTREAL, QUEBEC, CANADA
514 365-7231
(Mailing Address: P.O. Box 600, LaSalle, Que., H8R 3Y5)
J. CHIPMAN, President & Chief Executive Officer
H. HILDEBRAND, President, Price Wilson Merchant Division
Y. MONTMARQUETTE, President, Canadian Printing Papers Division
L.V. PARK, Vice President
K.I. GORDON, Vice President
J. HENRY, Vice President
M. KAHN, Vice President
C.E. RANDALL, Vice President
P. BLACKFORD, Vice President

BRANCHES:

Inter City Papers Limited (P†)
MISSISSAUGA, ONTARIO
416 276-8400
L5A 1Y1
560 Hensall Circle
(Mailing Address: P.O. Box 3050, Station "A"
Mississauga, Ont. L5A 3S7)
J. HENRY, Vice President & General Manager

Inter City Papers Limited (P†)
LONDON, ONTARIO
519 686-5681
N6A 4E3
1505 Sise Road
W. THOMPSON, Branch Manager

Inter City Papers Limited (P†)
OTTAWA, ONTARIO
613 238-4672
K1G 4A2
940 Belfast Road
BILL CULBERT, Branch Manager

Inter City Papers Limited (P†)
HALIFAX, N.S.
902 454-5879
B3K 2V5
6374 Forrester St.
DON STARK, Branch Manager

Inter City Papers Limited (P†)
WINNIPEG, MANITOBA
204 632-0852
R2X 2X9
1453 Church Ave.
W. LANIUK, Branch Manager

Lawrence Newfoundland (D†)
ST. JOHN'S, NEWFOUNDLAND
709 722-5216
P.O. Box 8003, Station A
A1B 3M7
26 Austin St.
R. LAMB, Branch Manager

Lauzier Little Inc. (D†)
LA SALLE, QUEBEC
514 367-3111
H8R 3W1
150 Clement St.
(Mailing Address: P.O. Box 600
LaSalle, Que. H8R 3Y5)
Y. MONTMARQUETTE, President
S. VERRONNEAU, General Manager

Lauzier Little Inc. (P†)
QUEBEC, QUEBEC
418 681-4195
G1N 2E5
Centre Commercial Lavoisier
1990, boul. Charest Ouest
A. JUNEAU, Branch Manager

Inter City Papers Limited (§)
RICHMOND, B.C.
V6X 1X5
No. 226-7080 River Road
P. PURCELL, Branch Manager

DIVISIONS:

Inter City Papers Limited
Price Wilson Division
Head Office (I)
MISSISSAUGA, ONTARIO
416 276-8500
L5A 1Y1
560 Hensall Circle
H. HILDEBRAND, President, Price Wilson Merchant Division

Inter City Papers Limited
Price Wilson Division (I†)
OTTAWA, ONTARIO
613 741-2330
K1B 3R1
1480 Michael St.
L.J. WEATHERDON, Branch Manager

Inter City Papers Limited
Price Wilson Division (I†)
MISSISSAUGA, ONTARIO
416 678-2210
L4V 1K3
6525 Northwest Drive
D. RUBINO, Central Regional Manager
D. MacKENZIE, Market Support Manager,
Plastic Packaging Services

Inter City Papers Limited
Price Wilson Division (I†)
LONDON, ONTARIO
519 681-0100
N6E 1K4
481 Newbold St.
P. PECOSKIE, Branch Manager

Inter City Papers Limited
Price Wilson Division (I†)
WINNIPEG, MANITOBA
204 786-8845
R3G 3H3
850 Empress St.
S. PITKIN, Branch Manager

Inter City Papers Limited
Price Wilson Division (I†)
EDMONTON, ALBERTA
403 452-7570
T5M 3T3
11616 - 163rd Street
B. JOHNSON, Prairie Regional Manager

Inter City Papers Limited
Price Wilson Division (I†)
CALGARY, ALBERTA
403 279-1990
T2C 2J5
8081A - 40th St. S.E.
J. KOLIDA, Branch Manager

Inter City Papers Limited
Price Wilson Division (I†)
ST. LAURENT, QUEBEC
514 334-6210
H4R 1R2
3737D Côte Vertu
P. ROBERT, Eastern Regional Manager
Y. GIRARD, Branch Manager

Inter City Papers Limited
Price Wilson Division (I†)
DUBERGER, QUEBEC
418 683-2256
G1N 4A4
1485 rue Provinciale
A. McGRAW, Branch Manager

Inter City Papers Limited
Price Wilson Division (I†)
MONCTON, N.B.
506 854-2837
E1E 1C8
290 Baig Blvd.
Moncton Industrial Park
R. BOUDREAU, Branch Manager

Inter City Papers Limited
Price Wilson Division (I†)
RICHMOND, B.C.
602 273-1892
V6X 1X5
No. 226 - 7080 River Road
L. THOMAS, Western Regional Manager

Inter City Papers Limited
Price Wilson Division (I†)
CENTRAL SAANICH, B.C.
604 652-3977
6858 Veyaness Road
R.J. CRAVEN, Branch Manager

Inter City Papers Limited
Price Wilson Division
Mill Sales (I†)
LA SALLE, QUEBEC
514 364-2263
H8R 3W1
150 Clement St.
D.R. MacRAE, Manager Marketing

Price Wilson Inc.
Lachute Mill (I†)
LACHUTE, QUEBEC
514 562-8585
J8H 3X5
115 Princess St.
C.R. RHEAUME, Plant Manager

Price Wilson Inc.
Mill Sales (I†)
HALIFAX, N.S.
902 455-6564
B3K 2V5
6374 Forrester St.
R. BLAKEBURN, Maritime Sales Manager

The Paper Centre
Division of Inter City Papers Limited
MISSISSAUGA, ONTARIO
416 624-4100
L4W 1E3
5170 Dixie Road, Unit 2
T. BELLEMARE, Store Manager

The Paper Centre
Division of Inter City Papers Limited (P†)
TORONTO, ONTARIO
416 593-6100
M5V 1P7
299 Adelaide West
E. BAUGHAN, Store Manager

Plastic Packaging Services
Division of Inter City Papers Limited
RICHMOND, B.C.
604 273-3134
V6X 1X5
# 226, 7080 River Road

Plastic Packaging Services
Division of Inter City Papers Limited
MISSISSAUGA, ONTARIO
Sales Call
416 673-0023
L4V 1K3
6525 Northwest Drive

Plastic Packaging Services
Division of Inter City Papers Limited
ST-LAURENT, QUEBEC
514 334-6210
H8R 1R2
3737D, Cote Vertu
L. JULIEN, Market Support Manager

Azerty Division
Information Processing Supplies
NORTH TONAWANDA, NEW YORK
14150
716 694-2543
180 Wales
BILL DUEGER

SUBSIDIARY:

Whitaker Carpenter Paper Company (P)
ELK GROVE VILLAGE, IL 60007
312 595-3300
2651 Carl Boulevard
THOMAS J. WASHBURN, President

DETROIT, MI
313 528-9260
1441 East Maple Road
Suite 312, Troy, MI 48084
L. TAKALO, Vice President

NASHVILLE, TN
615 459-9576
Bolin Towers
U.S. 41 South, Smyrna, TN 37167
D. DUMM, Vice President

MILWAUKEE, WI 53209
414 445-8240
7161 North 43rd Street
J. STROHM, Vice President

APPLETON, WI 54911
414 731-6339
230 North Morrison Street
W. ZANZIG, Vice President

Interstate Wrapping Products Co. (I†)
2575 Lemoyne
MELROSE PARK, IL 60160
312 344-9807
TENNY NATKIN, President
HERBERT S. NATKIN, Vice President

Iowa Paper Company (D†)
911 Sycamore Street
P.O. Box 2128
WATERLOO, IA 50704
319 234-6805
ANTHONY R. KUPRIS, Chairman of the Board
JERRY L. KUPRIS, President & Treasurer
LINDA O. KUPRIS, Vice President & Secretary
DON T. KELLY, Office Manager
E.C. FOSTER, Warehouse Manager
DUANE MANDERFIELD, Credit Manager
DAVIS SCHROEDER, General Sales Manager
JAMES L. MILLER, Sales Manager-Fine Papers
C. COOPER TAYLOR, Sales Manager-Industrial Papers
STAN PATERNI, Sales Manager, Tapes & Packaging
VIRGIL SELL, Sales Manager-Specialty Papers
TOM McCUNNIFF, Sales Manager, Copier Papers
KRISTIN L. DURNIN, Purchasing

Iroquois Paper Co. Division of Iroquois Industries Corp. (I†)
2220 West 56th Street
CHICAGO, IL 60636
312 436-7000
MARVIN B. GORDON, Chief Executive Officer
ALAN R. GORDON, President & General Manager
SANTO S. AIELLO, Vice President, Carton Division
RALPH A. SELLE, Vice President
JOHN J. WATERS, Products Division General Manager
MARCY TRZESNIEWSKI, Sales Coordinator
JAMES F. BRACE, Vice President, Finance
DAVID PEED, Director of Purchasing

Irwin Paper Co.
(see Distribix, Inc.)

Isaac Ibarra Juarez
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

J B Papers, Inc. (P†)
1121 Springfield Road
P.O. Box 560
UNION, NJ 07083
201 964-4500
BERNARD BLOOM, Chairman & Treasurer
ABE BLOOM, Vice Chairman
RAPHAEL (RAY) CHIMOFF, Sales Manager
JONATHAN O. BLOOM, President

BRANCHES:

NEW YORK, NY 10011 (§)
212 929-7810
150 5th Avenue - Suite 717
BOB WEILL, Executive Vice President
LEONARD BATTANE, Special Accounts Manager
JERRY NACHBAR, Director of Communications

TRENTON, NJ 08608 (§)
609 896-1700
143 E. State Street
RAY CHIMOFF, Executive Vice President & Manager

HUNTINGTON STATION, NY 11746 (§)
516 293-8811

J.M. Sales, Inc. (D)
2969 N.W. 77 Avenue
MIAMI, FL 33122
305 591-2170 or 2171
JAMES R. MEADE, President
JAMES T. MEADE, Vice President
WALTER L. DEUSCH, Sales Manager
GISELA N. MEADE, Treasurer

Jackson Paper Co. (D†)
P.O. Box 3020, West Jackson Station
Galiatin Street
JACKSON, MS 39207
601 352-0837
J.B. THOMPSON, JR., President
T.E. ALLEN, Vice President
C.W. BAKER, Vice President, Secretary, Treasurer
J.P. ARCHER, Vice President, General Sales Manager
B.J. GRAVES, Vice President, Manager Printing Papers
JIM M. WHITE, Vice President, Sales Manager, Industrial Papers
A.G. EDGAR, JR., Vice President, Marketing Manager, Printing Papers
FRANK CUPIT, Manager, Janitorial Supplies

BRANCHES:

Newell Paper Co. (D†)
COLUMBUS, MS 39701
601 327-1467
P.O. Box 1278
J.B. THOMPSON, Chairman of the Board
T.E. ALLEN, President
B.J. ROBINSON, Vice President, Manager
C.W. BAKER, Vice President, Secretary, Treasurer

MERIDIAN, MS 39302 (D†)
601 693-1783
P.O. Box 631
J.B. THOMPSON, Chairman of the Board
T.E. ALLEN, President & Manager
C.W. BAKER, Vice President, Secretary, Treasurer

Jedco Paper Corporation (I†)
P.O. Box 328-E. Lancaster Street
RED LION, PA 17356
717 246-1651
DAVID L. DEHOFF, President
BRADLEY C. DEHOFF, Sales Manager
THOMAS FURIA, Treasurer

Jersey Paper Company
(see Bunzl Corporation)

Johnson Paper & Supply Company (I†)
806 14th Avenue. N.E.
MINNEAPOLIS, MN 55413-1595
612 333-6308
RONALD W. JOHNSON, President
ALAN A. JOHNSON, Secretary-Treasurer

Johnson Wholesale (I†)
8249 Skylane Way
P.O. Box 1110
PUNTA GORDA, FL 33951-1110
813 639-2181
ROY W. JOHNSON, Owner

Johnston Paper & Packaging, Co., Inc. (I†)
21 Allen Street
AUBURN, NY 13021
315 253-8435
315 253-8436
315 253-9580
315 685-3360
MICHAEL D. MAY, General Manager
EILEEN M. MAY, President
D. KRIS MAY, Vice President
LUKE RYBARCZYK, Sales Manager
BONNIE CASEY, Office Manager

K

Jordan Paper Products Inc. (I†)
701 West 23rd Street
P.O. Box 1289
MUNCIE, IN 47302
317 289-7121
NELSON HEINRICHS, President
KAREN HEINRICHS, Vice President
DONALD WIMMER, General Manager
CHARLES CLARK, Treasurer

SUBSIDIARIES:

McMurtry-Martin Papers, Inc. (D†)
EVANSVILLE, IN 47732
812 422-1184
27 Pasco Street
P.O. Box 3395
WAYNE R. RAY, President
THOMAS R. MILLS, Manager Coarse Paper Sales
HARRY H. WESTERMAN, Manager Fine Paper Sales

Richard & Simmons, Inc. (I†)
Scottissue Towel Service
COLUMBUS, OH 43215
614 221-6728
260 E. Naghten Street
JACK W. RICHARDS, President
SAMUEL A. SIMMONS, Treasurer

Judd Paper Company (D†)
92 Race Street
P.O. Box 669
HOLYOKE, MA 01041
413 534-5661
WILLIAM C. JOLICOEUR, President & Treasurer
PATRICIA A. JOLICOEUR, Assistant Treasurer
ROBERT P. ANDREWS, Sales Manager
MYRA H. KOCZOCIK, Office Manager

BRANCH:

HOLYOKE, MA 01041 (§)
413 534-5661
ROBERT P. ANDREWS, Sales Manager
MARK J. MULLIN

[redacted]

Kansas City Division
(see Paper Corporation of America)

Kaplan Paper Co. Division Seattle Packaging Corp. (P†)
2700 Fourth Avenue South
SEATTLE, WA 98134
206 622-8225
DONALD E. BARNARD, Corp. President
GORDON M. YOUNGER, Corp. Vice-President
LEON KAPLAN, General Manager
ARVID HANSEN, Sales/Marketing Manager
DWAINE WEISS, Operations Manager
SHARON BRASEL, Purchasing/Merchandising
KATHERINE THOMPSON, Officer Manager

BRANCH:

Kaplan Paper Co. (P†)
1255 S.W. Burlington Drive
BEAVERTON, OR 97006
503 641-9227
JAMES J. SWEENEY, General Manager
STUART NESTOR, Sales Manager
TERRI TUCKER, Purchasing Agent
KATHY BUSHNELL, Office/Credit Manager

Katzke Paper Co. (I)
2495 S. Delaware Street
DENVER, CO 80223
303 744-3546
G.C. KATZKE, President
J.C. (DOC) GIMBEL, Vice President
C.J. KATZKE, Data Processing Manager
M.J. HALBACH, Purchasing Manager

Kaumeyer Paper Limited (I†)
P.O. Box 480
NIAGARA FALLS, ONTARIO
416 227-0000
JOHN M. BOSELA, General Manager
GLEN W. MUMBERSON, Sales Manager

BRANCH:

BURLINGTON, ONTARIO (I†)
416 632-6660
L7L 5K2, CANADA
5230 South Service Road
GLEN MUMBERSON, Manager

Kaumeyer Paper Products Ltd.
(see Balpex Inc.)

Kayboys Empire Paper Co., Inc. (I†)
11 Azar Court
BALTIMORE, MD 21227
301 247-5000
HARRY KREITZER, Chairman of the Board
MYRON KREITZER, President
ALBERT KREITZER, Vice President

Kaymac Paper Company (I†)
1601 Lyte Street
DALLAS, TX 75201
214 742-3171
FRANK W. TILLEY, President
C.S. (SAM) BASS, Executive Vice President & General Manager
BOB A. BUCHANAN, Vice President
MARY CONSTANCE BECK, Treasurer

Keene Industrial Paper Company, Inc. (I)
104 Emerald Street
KEENE, NH 03431
603 352-6405
P.A. CHAMBERLIN, President
M.L. GEORGINA, General Manager
W.O. O'MEARA, Vice President
M.T. CHAMBERLIN, Treasurer
F.H. AYER, Secretary

Kaldon Paper Co. (P†)
1357 E. 16th Street
LOS ANGELES, CA 90021
213 746-0910
DONALD E. KELLY, President
VIRGINIA KELLY, Vice President
ED LITTLE, Treasurer

Kelly Paper Company (P†)
1441 E. 16th Street
LOS ANGELES, CA 90021
213 749-1311
J. ARTHUR KELLY, President
WILLIAM J. (BILL) CULLINANE, General Manager & Vice President
ROBERT CARVELL, Merchandise Manager

Kerr Distributing, Inc.
6500 Washington Street
P.O. Box 9085
AMARILLO, TX 79105
806 376-4591
ROBERT WELLS, President
MARVIN FULLER, Executive Vice President
JOE LOVAN, Vice President

BRANCH:

Kerr Permian
ODESSA, TX 79761
915 337-4046
100 North Hancock
JACKIE JORDAN, Manager

Keynes, Milton
(see Quaife, Alfred & Co., Ltd.)

Killhour Commercial Paper Company (D†)
7825 Holstein Avenue
PHILADELPHIA, PA 19153
215 365-4004
JAMES W. BARRETT, President
WILLIAM G. KILLHOUR, JR. Vice President
MELVIN J. SCHWARTZ, Vice President
DAVID POLYS, Marketing Services Manager
CLIFF BATE, Controller
MARINA I. BARRETT, Secretary

BRANCH:

YORK, PA 17405 (D†)
717 846-8725
736 Vander Avenue
CLIFF BATE, General Manager
BARRY RATHVON, Assistant Manager

G.A. Rinn Paper Co. (P)
ALLENTOWN, PA 18001
215 435-3584
1101 N. Plymouth Street
P.O. Box 2567
GEORGE MILLER, Sales Manager
MARY HEINTZELMAN, Office Manager
TOM GOODWIN, Operations Manager

Kirk Paper Company, Inc. (P†)
6550 E. Washington Boulevard
LOS ANGELES, CA 90040
213 685-7460
WILLIAM M. CLOSE, Chairman of the Board & Chief Executive Officer
PETER S. VANDERHYDEN, President
WALTER E. HOWILER, JR., Chairman of the Board
JOSEPH P. DUNNE, Finance & Accounting
DENNIS A. BIGGS, Vice President-Sales Commercial Paper Division
EUGENE H. JACOBS, Vice President, Manager Information Systems
ROBERT L. McPHERSON, Vice President, Marketing Services
P.G. HUCKABEY, Vice President & Development
WAYNE W. BUSTLE, Director of Store Operations, Self Service Division
THOMAS J. FOY, Director of Operations
PAUL F. GOWER, Comptroller, Self Service Division
BARRY E. MENZEL, Corporate Director of Human Resources
CARTER A. REIN, Corporate Credit Manager
RONALD W. HANKE, Manager Sales & Marketing-Roll Paper Division
DANE S. LAGGENBAUER, Warehouse Distribution
THOMAS J. STAMATIS, Manager, Corporate Planning

Northern California Division (P†)
SAN FRANCISCO, CA 94107
415 626-8834
1400 Sixth Street
BURRELL JARVIS, Vice President Northern California Division

San Diego Branch

SAN DIEGO, CA 92123
619 268-3025
9737 Aero Drive
W. PETER BRINCK, San Diego Branch Sales Manager

Knox & Schneider, Inc. (I†)
914 West Superior Street
CHICAGO, IL 60622
312 666-9300
HERBERT J. DUNTON, President
NELSON THOMASSON, Senior Vice President
DAVID GOODMAN, Executive Vice President
RONALD DOHR, Vice President
JOHN MURRAY, Vice President
WILLIAM DALY, Treasurer

Korte Paper Co., Inc. (I†)
1825 West Main Street
P.O. Box 11307
FORT WAYNE, IN 46857
219 424-4514
MILDRED V. ROESE, President & Treasurer
GLORIA J. NASH, Vice President

F. RICHARD ROESE, Secretary
JIM N. NASH, Sales Manager

Kranz, Inc. (I†)
1717 Taylor Avenue
RACINE, WI 53403
414 552-9574
RALPH A. NEUBAUER, President
NEIL DELZ, Production Manager
ED TUTAS, Production Manager
SARA NEUBAUTER, Vice President, General Secretary
AL CARELTON, General Manager & Treasurer
TERRI KAISLER, Office Manager

BRANCHES:

ELMHURST, IL 60126 (I†)
312 626-5100
920 W. Oak Lawn Avenue
JAMES WALTERS, Manager

KANKAKEE, IL 60901 (I†)
815 939-1333
1265 Stanford Drive
JIM WALTERS, Manager

MILWAUKEE, WI 53005 (I†)
312 783-5710
3480-N 127 Street
DARRYL T. KOUTECKY, Sales Manager

Krasny Supply Company, Inc. (I)
538 Milwaukee Avenue
CHICAGO, IL 60622
312 733-4920
IRVING NAIDITCH, President
RICHARD AMEND, Vice President
JOE LEWIS, Vice President
JAY JOHNSON, Vice President

L & E Paper Ltd.
(see Balpex Inc.)

The Label Company, Inc.
(see Bunzl Corporation)

Landsberg, Kent H., & Co.
(see Sunclipse, Inc.)

La Salle Messinger Paper Co.
(see Paper Corporation of America)

Lauzier, Little Inc.
(see Inter City Papers Limited)

Lawrence Newfoundland
(see Inter City Papers Ltd.)

Lecky Paper Ltd. (formerly Smith, Davidson & Lecky Ltd.) (D†)
1198 Homer Street
VANCOUVER, B. C.
604 683-8181
V6B 2X9, CANADA
J. M. S. LECKY, Chairman of the Board
B. A. C. HESELGRAVE, President
G. R. F. SPENCER, Controller

Lee Paper Company, Inc. (I†)
P.O. Box 21817
5010 Kemper
ST. LOUIS, MO 63139
314 771-7300
LEE QUERNHEIM, President & Sales Manager
FLOYD TADDEUCCI, Vice President
SONDA QUERNHEIM, Treasurer

BRANCHES:

INDIANAPOLIS, IN (I)
317 357-1500
6425 English
MIKE BRANHAM, Manager

Lehigh Valley Paper
(see Carter Rice)

Leland Paper Company, Incorporated (I†)
178 Maple Street
P.O. Box 2071
GLENS FALLS, NY 12801
518 792-0949
DARWIN E. LELAND, President-Treasurer
RICHARD D. LELAND, Vice President
MARION C. LELAND, Secretary
RAY LEROUX, Purchasing Agent
RALPH M. SCACCHETTI, Warehouse Supervisor

Lemac Packaging Inc. (I)
P.O. Box 7247
ERIE, PA 16510
814 453-7652
GERALD D. LEE, President
DENNIS McKANE, Vice President
HERB DOWN, Sales Manager
JOANNE LEE, Treasurer

Le Marche de l'Imprimeur
(see Barbecon Inc., National Retail Division)

Leonard Paper Company (I†)
4200 East Monument Street
BALTIMORE, MD 21205
301 563-0800
CHARLES BURKE LEONARD, JR., President
DANIEL D. LEONARD, Executive Vice President
KENNETH WILLIAMS, Vice President Purchasing/Operation
L. GENE CROCETTI, JR., Vice President
ELIZABETH LEONARD CARROLL, Secretary-Treasurer
NANCY DYER LEONARD, Assistant Secretary-Treasurer

Lesco Paper & Box Company (I†)
"G" & Wyoming Avenue
PHILADELPHIA, PA 19120
215 537-0700
LESTER H. LEVIN, Chairman of the Board
STEPHEN L. LEVIN, President
MARC P. FISHBEIN, Vice President

Lesh, C.P., Paper Company
(see Ris Paper Co.)

Les Papiers Graphiques
(see Rolland Inc.)

Leslie Paper Company (P)
P.O. Box 1351
MINNEAPOLIS, MN 55440
612-540-0700
JAMES H. LESLIE, Chief Executive Officer
DAREL B. ANDERSON, President
THOMAS R. JORGENSON, Vice President, Treasurer
JAMES H. LYNGHOLM, Executive Vice President
HOWARD HANSON, Vice President
JAMES JAHNKE, Vice President
A.J. BETCHWARS, Secretary

DIVISIONS:

KANSAS CITY, KS 66214 (P†)
913 541-8181
8857 Bond, Overland Park
L.L. (BLAKE) McMENUS, Vice President & Regional Manager
DONALD BOSWELL, Regional Operations Manager

DES MOINES, IA 50306 (D†)
515 263-9500
2220 East 17th Street
THOMAS PEIFER, Vice President & Regional Manager
JASON GRIMES, Regional Operations Manager

MINNEAPOLIS, MN 55418 (P†)
612 781-6611
2850 Anthony Lane
BARRY SMITH, Vice President & Regional Manager
H.D. HALLWILL, Vice President & Regional Operations Manager

DALLAS, TX 75247
214 637-0550
4647 Leston, Suite 609
BRUCE MITCHELL, Vice President & Regional Manager

BUTLER, WI 53007 (P†)
414 781-1480
12855 W. Silver Spring Dr.
(Mailing Address: P.O. Box 25914, Milwaukee, WI 53225
JOHN HUTCHISON, Vice President & Regional Manager
WILLIAM LEWANDOWSKI, Regional Operations Manager
R. OWEN PERRY, Sales and Marketing Manager

Leslie Packaging (I†)
ST. PAUL, MN 55112
612 636-9741
410 W. County Rd. D
JOHN HOFFMAN, Manager

Chicago Paper (P†)
DES PLAINES, IL
312 635-0800
444 Howard Avenue
W.H. ELLIS, President
WM. REILLY, Financial Vice President & Secretary
WARREN KRAMER, Executive Vice President & Sales Manager

BRANCHES:

APPLETON, WI 54911 (P)
414 734-6500
2530 Everett Street

MADISON, WI 53713 (P†)
608 274-4580
929 Watson Avenue

ROCKFORD, IL 61125 (P)
815 968-0203
2415 Charles Street

ROCK ISLAND, IL 61201 (P†)
309 786-7702
811 2nd Avenue

OMAHA, NB 68106 (P†)
1312 South 55th Street

SIOUX FALLS, SD 57102 (P)
605 336-9775
115 E. 11th Street

FARGO, ND 58107 (P)
701 235-4237
P.O. Box 47

DAVENPORT, IA 52806 (I)
319 386-3935
100 East Kimberly Road
R.J. CRAMER, Vice President

Lewmar Paper Co. (P†)
251 So. 31st Street
KENILWORKTH, NJ 07033
201 298-0800
WILLIAM L. (BILL) OSTROFF, President
HAROLD BERSON, Executive Vice President
MARTIN OSTROFF, Secretary-Treasurer
JEFF OSTROFF, Vice President
STEVEN FRAISTAT, Operations Manager

J. Liberman Co., Inc.
(see Liberty Paper Co.)

Liberty Paper & Bag Company
(see Bunzl Corporation)

M

Liberty Paper Company Division of J. Liberman Co., Inc.
180 W. 52nd Street
P.O. Box 27
BAYONNE, NJ 07002
201 823-1100
212 943-3481
PAUL H. HIRSCH, President
JOEL J. FARKAS, Secretary-Treasurer

Lind Paper Company
(see Affiliated Paper Companies)

Lindenmeyr Paper Corporation (P)
53-01 Eleventh Street
LONG ISLAND CITY, NY 11101
718 392-4400
LEONARD B. SCHLOSSER, Chairman
ALFRED M. SCHLOSSER, President
DAVID H. COLE, Senior Vice President, Book Publishing Sales
THOMAS F. COOKE, JR., Senior Vice President, Operations & Administration
STANLEY I. POLLARD, Vice President, Book Publishing Sales
JOSEPH MILNER, Treasurer
MITCHELL MAKE, Controller
JOAN D. BOLTAX, Assistant Vice President, Human Resources
JOHN J. CURRY, Assistant Vice President

DIVISION:

Lindemeyr Paper Corporation (†)
LONG ISLAND CITY, NY 11101
718 392-4400
53-01 Eleventh Street
ALFRED M. SCHLOSSER, General Manager
GEORGE C. HARRIS, Vice President & Sales Manager

RUTHERFORD, NJ 07070 (†)
201 935-2900
301 Veterans Boulevard
LAWRENCE R. PASBACH, Sales Manager

CANTON, MA 02021 (†)
617 821-2550
320 Turnpike Street
STEPHEN O. WRIGHT, Vice President & General Manager
F.P. LEIST, Vice President

EAST HARTFORD, CT 06108 (†)
203 289-6444
42 Rumsey Road
STEPHEN O. WRIGHT, Vice President & General Manager
FORBES S. WARREN, Vice President

STONY CREEK, CT 06405 (§)
203 865-8160
28 School Street

Lindenmeyr Paper Corp. (†)
PHILADELPHIA, PA 19123
215 235-9000
919 Wallace Street
THOMAS W. PRICKETTE, Vice President & General Manager
MICHAEL I. POLLOCK, Sales Manager
B. ROBERT KOLBER, Manager, Book Publishing Sales
EDWARD W. O'DRISCOLL, Merchandising Manager

LANCASTER, PA 17601 (§†)
717 393-2111
245 Butler Avenue
A. DALE ROHRER, District Sales Manager

CHICAGO, IL 60611 (§)
312 222-1890
444 North Michigan Avenue
JAMES G. McLAREN, Vice President

Lindenmeyr National Company (†)
PHILADELPHIA, PA 19123
215 235-9000
919 Wallace Street
C. MITCHELL PENNINGTON, Vice President

Lindenmeyr Central (§)
NEW YORK, NY 10016
212 818-9199
90 Park Avenue
ALAN W. KAVASCH, Senior Vice President & General Manager

Little Rock Paper Company (D†)
6901 Scott Hamilton Drive
P.O. Box 9570
LITTLE ROCK, AR 72219
501 565-8421
LAWRENCE R. MOFFETT, President
WILCHER C. KERR, Director of Marketing
HARRY E. AMBROSE, Sales Manager-Printing Paper, Vice President
LOU CRAWLEY, Office Manager
GREGORY B. MOFFETT, Director of Purchasing
JERRY L. DUNN, Credit Manager, EDP Manager
LAWRENCE R. MOFFETT, III, Assitant Director of Financial Operations
MRS. KENDER K. BISHOP (JAYNE), Chairman of the Board

Lone Star Paper Company (Austin)
(see Butler Paper Company)

Louisville/Southeastern Paper Company
(see Distribix, Inc.)

Lowe Packaging Services, Inc. (I†)
Pine Tree Center
2215 29th Street S.E.
Suite A-1
GRAND RAPIDS, MI 49508
616 243-4445
JOHN W. LOWE, President, Treasurer & Sales Manager-Retail Products
KATHLEEN B. LOWE, Vice President, Secretary
MARY L. THORNTON, Office Manager
ROBT S. HUDLEY, Industrial Products Manager

Luton
(see Quaife, Alfred & Co., Ltd.)

Lyons & Morrison Paper Co., Div. of Wilcox Walter Furlong Paper Co.
(see WWF Paper Corp.)

MacCollum Paper Company, Inc. (P†)
2702 Applegate Street
P.O. Box 33220
INDIANAPOLIS, IN 46203
317 787-8291
MARTIN W. (NICK) MacCOLLUM, President
HARRY C. McDANIEL, Vice President, Marketing
DAVID E. GARR, Vice President, Operation

MacKinnon Paper Company Inc. (P†)
P.O. Box 12, 36601
4204 MacKinnon Industrial Parkway
MOBILE, AL 36609
205 666-8175
THOMAS B. MacKINNON, President
LADALTON HARBOUR, Vice President

Mac-Pak, Inc.
(see Bunzl Corporation)

Mac Papers, Inc. (P†)
3350 Phillips Highway
JACKSONVILLE, FL 32207
904 396-5312
THOMAS R. McGEHEE, Chairman of the Board
FRANK S. McGEHEE, President
HERMAN A. GRIFFIN, Executive Vice President
JERRY SHANE, Vice President-Purchasing Agent
F. SUTTON McGEHEE, Vice President
DAVID S. McGEHEE, Vice President
JEFF ASHCRAFT, Vice President
PAT PATTERSON, Vice President-Finance
BILL DUPREE, Treasurer

BRANCHES:

ATLANTA, GA 30336 (P†)
404 691-2255
5850 Tulane Dr., P.O. Box 43506
Fulton Industrial Station
JERRY LEE, Manager
STEVE BETHEA, Sales Manager

COLUMBUS, GA 31901 (P†)
404 324-3668
701 Front Avenue
P.O. Box 1280
JOHN PAGE, Manager

JACKSONVILLE, FL 32207 (P†)
904 396-5312
3350 Phillips Highway
P.O. Box 5369
BILL HARRIS, Manager

MIAMI, FL 33169 (P†)
305 624-8561
1221 N.W. 165th Street
P.O. Box 3580, Norland Branch
ED McGRAW, Manager

ORLANDO, FL 32809 (P†)
305 855-0070
1701 Directors Row
P.O. Box 13115A
GEORGE KIRBY, Manager

TALLAHASSEE, FL 32304 (P†)
904 576-1121
619 Mabry Street
P.O. Box 2725
EARL BOORTZ, Manager

TAMPA, FL 33605 (P†)
813 247-3461
1701 N. 50th Street
P.O. Box 5657
DAVE MILLEMAN, Manager

BIRMINGHAM, AL 35201 (P†)
205 251-3121
2500 Second Avenue South
P.O. Box 2422
JERRY ROBERTSON, Manager

MONTGOMERY, AL 36101 (P†)
205 263-0581
520 Air Base Blvd.
P.O. Box 709
REX SMITH, Manager
"MAC" McGEHEE, Assistant Manager

GREENVILLE, SC 29606 (P†)
803 271-8830
250 Airport Road
P.O. Box 5128, Station B
DONNIE BROOKS, Manager

JACKSONVILLE, FL 32207 (P†)
904 398-7153
8370 Phillips Highway
P.O. Box 5369
TED TOWNER, Manager, Envelope Converting Plant

CHARLOTTE-BRANCH
FORT MILL, SC 29715 (P†)
803 548-1400
Charlotte 704 377-1776
148 Flint Hill Road
Box 747

Magnolia Paper & Janitor Supply Company, Inc. (I†)
4871 Summer Avenue
MEMPHIS, TN 38122
901 683-5796
WM. TRAVIS PANNELL, JR., President
CHARLES E. McCOMMON, Vice President
SANDRA T. PANNELL, Secretary
SUSAN L. PANNELL, Treasurer
WM. T. McDOWELL, Sales Manager

Majestic Paper Corporation
(see Gould Paper Corp.)

Major Paper Converters, Inc., Div. of Royal Paper Corp.
(see WWF Paper Corp.)

Manatee Paper Company (I†)
905 Manatee Avenue East
BRADENTON, FL 33508
813 748-0484
J.W. ELLER BEE, President, General Manager
BARBARA STOCKY, Vice President, Purchasing
BEVERLY F. ELLERBEE, Secretary-Treasurer

Manchester Paper Supply Company
(see Carter Rice)

Manslo Supply Corp. (I†)
90 Grove Avenue
NEW ROCHELLE, NY 10801
914 636-5072
SAUL OGMAN, President

Marcelo Arreola Pujol.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Le Marche de l'Imprimeur
(see Barbecon Inc.)

Marfred Industries (I)
12708 Branford Street
P.O. Box 2048
SUN VALLEY, CA 91353-2048
213 896-0550
MARVIN FENSTER, President
FRED FENSTER, Vice President & Treasurer
JERRY WEISSMAN, Vice President
DENIS SHILLAN, Director of Redistribution
DAVID JACKSON, Director of Marketing & Sales
JOHN STEELE, Sales Training Manager

BRANCHES:

PACOIMA, CA 91331 (I)
12450 Foothille Boulevard
JIM WARNER, Container Division

NO. HOLLYWOOD, CA 91605 (I)
12323 Sherman Way
BARRY RIDEL, Folding Carton Division

ORANGE COUNTY SALES OFFICE (I)
(known as Marfred/South)
ORANGE, CA 92667
714 538-3844
340 West Collins Street

Marking Development Corp. (I)
467 Mundet Place
HILLSIDE, NJ 07205
201 688-3400
ELLIOT KALLEN, President

Marks Paper Company (P†)
1801 L & A Road
MATAIRIE, LA 70001
504 832-1801
SAM A. MARKS, Chairman of the Board
ALAN H. ROSENBLOOM, President
ALLEN MARKS, Executive Vice President

Marvin Envelope and Paper Company (P†)
2040 West North Avenue
CHICAGO, IL 60647
312 489-3300
SAMUEL S. CAPLAN, Chairman of the Board
GORDON M. CAPLAN, President
JAY SHAPIRO, General Manager
JILL CAPLAN, Sales Manager
MIKE NICOLET[illegible] Office Manager

SUBSIDIARY:

AAA Papers (P†)
CHICAGO, IL 60647
312 489-3300
2048 W North Avenue

Matera Paper Co. (I†)
835 North W.W. White Road
P.O. Box 20184
SAN ANTONIO,TX 78220
512 337-8430
LEONARD LEIGHTON, President
V.J. MOORE, Vice President, Purchasing
JOHN B. SETEVENS, Vice President, Sales
JOHN RICHARDSON, Vice President, Sales Manager
DAVID ENGLE, Vice President, Sales
RONNIE McMURTRAY, Secretary

BRANCHES:

ODESSA, TX 79763 (I†)
915 332-9035
2365 Production
RAY OWSLEY, Branch Manager

ABILENE, TX 79602 (I†)
915 677-2943
101 Oak Street
FRANK DEVASTO, Branch Manager
LLOYD ROBERTS, Sales Manager

AUSTIN, TX 78704 (§)
512 443-1999
403 E Ben White

Matthias Paper Corporation (D)
460 Penn Street
P.O. Box 278
YEADON, PA 19050
215 284-2211
800 523-7633
TWX: 510-669-7138
JOHN R. MATTHIAS, President
CHARLES A. DANDO, Executive Vice President
KIRBY J. SCOTT, Treasurer
WARREN E. STORCK, Secretary, General Manager

BRANCHES:

HIGH POINT, NC 27261 (†)
919 434-2166
1927 Baker Road
800 334-6791
P.O. Box 2193
TWX: 510-926-1587
J. ROBERT LITTLE, Vice President-Southern Division

WESTFIELD, MA 01085 (†)
413 568-9070
90 Elm Street
PHILIP K. O'DONNELL, Vice President-New England Division

Max-Pack (Div. Western Reserve Pkg., Inc.) (P†)
Chagrin Plaza East
23811 Chagrin Blvd., Suite LL # 70
BEACHWOOD, OH 44122
216 464-1812
DAVID A. SHEINBART, President
SHARON H. SHEINBART, Vice President
DAVID A. SHEINBART, Treasurer

Mayfield Paper Co. (I†)
1115 S. Hill
SAN ANGELO, TX 76901
915 653-1444
(Mailing Address: P.O. Box 3889, San Angelo, 76902)
J. STANLEY MAYFIELD, President
JOHN McKISSACK, Vice President

BRANCH:

ODESSA, TX 79761 (I†)
915 333-4118
2321 E. Second
STEVE LAWMS, Manager

LUBBOCK, TX (I†)
806 765-6565
1801 Fourth Street
BARBARA SMITH, Manager

McAuliffe Industrial & Paper Products (I†)
208 Flynn Avenue
BURLINGTON, VT 05401
802 658-4444
PATRICK S. ROBINS, President
DONALD A COMPANION, Vice President
LAWRENCE J. WALSH, JR., Treasurer
ANN W. SULLIVAN, Secretary

McFarlaneson & Hodgson (Div. of Domtar Inc.) (P†)
200 Deslauriers Street
ST. LAURENT, QUEBEC
514 331-8610
H4N 1V9, CANADA
M. FELTON, General Manager
J. LEMIEUX, General Sales Manager
J.R. MOREAU, Operations Manager
P. CORRIVEAU, Controller
S. LAMOTHE, Senior Buyer

BRANCHES:

DARTMOUTH, N.S. (P†)
902 463-1631
B3B 1C8, CANADA
42 Borden Avenue
A. WEBSTER, Manager

ST. JOHNS, NEWFOUNDLAND (P†)
709 368-2108
A1C 5L7, CANADA
Topsail Road

SHERBROOKE, QUEBEC (P†)
819 569-9737
J1L 1X7, CANADA
495 Boucherville
MARC CARETTE, Manager

McGinnis Independent Paper Company (D†)
S. 124 Wall Street
SPOKANE, WA 99204
509 747-3133
ELIZABETH D. McGINNIS, President
STACY McGINNIS, Vice President & General Manager
MICHAEL McGINNIS, Vice President-Marketing/E.D.P.
MARC AKIYAMA, Sales Manager
PATRICIA A. JOHNSTON, Treasurer

BRANCH:

SPOKANE, WA 99205
509 327-9581
N. 2320 Atlantic
GEORGE NEWSOM, Branch Manager

McMahon Paper Co., Inc. (I†)
1810 So. Anthony Blvd.
FORT WAYNE, IN 46803
219 422-3491
(Mailing Address: P.O. Box 10162, 46850)
WILLIAM C. McMAHON, President & Treasurer
DANIEL F. FULKERSON, Executive Vice President
FRANCES C. McMAHON, Vice President
NANCY M. FULKERSON, Secretary

M

McMurtry-Martin
(see Jordan Paper Products Inc.)

McNaughton, James, Paper Group Ltd.
Jaymac House
Church Manor Way
Belvedere
KENT, DA 17 6BJ
01-311-7111
Telex: 8812613
J. McNAUGHTON, Chairman

McShane Packaging, A Div. of McShane Enterprises, Inc. (I†)
P.O. Box 950
59-63 Mine Brook Road
BERNARDSVILLE, NJ 07925-0950
201 953-0200
DAVID R. McSHANE, President
F. BUD HARTE, Vice President
FRED SPOTTS, Vice President
CAROLINE R. SCHULZ, Secretary
ARTHUR FRISCH, Treasurer

Mead, D.J. (D†)
1411 William Street
BUFFALO, NY 14240
716 856-5842
PHILIP J. MEAD, President
PETER R. TRAVERS, Secretary, Treasurer
ROBERT T. FITZGERALD, Vice President-Fine Papers
STEVE SZABO, Industrial Sales Manager

DIVISIONS:

Mead, D.J. (D†)
ERIE, PA 16506
814 838-8535
2303 West 38th Street
WILLIAM RALPH, Manager

Mead, D.J. (D†)
HORSEHEADS, NY 14845
607 739-0356
Horseheads Industrial Center, Bldg. D
P.O. Box 226
WILLIAM ABEL, Manager
RICK KEYES, Industrial Sales Manager

Mead, D.J. (D†)
ROCHESTER, NY 14608
716 325-3306
495 State Street
PAUL McCARTHY, Sales Manager

Mead Merchants A Division of the Mead Corporation (D)
Executive Offices
Mead World Headquarters
Courthouse Plaza Northeast
DAYTON, OH 45463
513 222-6323
JOHN W. HERBERT, President, Mead Merchants
FREDERICK J. ROBBINS, Executive Vice President
C.R. CRESCI, Vice President of Administration
P.L. MORRIS, Vice President of Human Resources
T.J. WEISENBACH, Vice President of Marketing

CENTRAL AREA
AREA HEADQUARTERS

CINCINNATI, OH 45225 (D†)
513 681-2600
3131 Spring Grove Ave. 45225
GEORGE T. JEWETT, President
K.W. CARROLL, Vice President of Administration
ADAM F. MEYER, SR., Vice President - Executive Sales
J.H. SCHUERMANN, Vice President - Fine Paper
ROBERT N. WRIGHT, Vice President - Packaging

COLUMBUS, OH 43205 (D†)
614 258-9585
808 Rhoads Avenue
P.O. Box 27200 (43227)
S.H. BRIDGE, Vice President & General Manager

HARTFORD CITY, IN 47348 (I)
317 348-2500
1000 East Grant Street
H.C. KEMPS, Vice President & General Manager

INDIANAPOLIS, IN 46241 (D†)
317 244-6881
5620 Dividend Drive
E.R. INGRAM, Vice President & General Manager

LOUISVILLE, KY 40219 (D†)
502 964-6451
1101 Industrial Boulevard
L.W. BARKER, Vice President & General Manager

ATLANTA, GA 30336 (D†)
404 696-8952
4490 Commerce Circle
P.O. Box 43366 (30336)
K.J. McCLAMROCH, General Manager

EASTERN AREA
AREA HEADQUARTERS

CLEVELAND, OH 44146 (D†)
216 292-5700
26401 Richmond Road
BERNARD J. RILEY, President
J.T. MONTGOMERY, Vice President-Industrial Sales/Marketing

AKRON, OH 44319 (D†)
216 644-8875
760 Killian Road
D.A. WATTS, Vice President & General Manager

FINDLAY, OH 45840 (D†)
419 423-3665
2000-C Fostoria Road
D.E. TURNER, Vice President & General Manager

PITTSBURGH, PA 15203 (D†)
412 481-2800
South 17th & Merriman Sts.
R.W. KRAMER, Vice President & General Manager

MICHIGAN AREA
AREA HEADQUARTERS

DETROIT, MI 48228 (D†)
313 931-1200
14451 West Chicago
ARTHUR D. MATTOX, President
A.J. MESZAROS, JR., Vice President Administration/Operations

FLINT, MI 48502 (D†)
313 239-7633
2211 Lapeer Road
M.B. IMPSON, Vice President & General Manager

KALAMAZOO, MI 49007 (D†)
616 329-1338
508 East Frank Street
R.L. MASQUALETTE, Vice President & General Manager

MIDWEST AREA
AREA HEADQUARTERS

HILLSIDE, IL 60162 (D†)
312 379-9101
125 Fencl Lane
WILLIAM D. LAWRENCE, President
R.J. TIMM, Vice President Administration/Operations
T.L. GALLOWAY, Area Marketing Manager
H.W. RUFF, Vice President-Industrial Sales/Marketing

KANSAS CITY, MO 64116 (D†)
816 421-7140
405 East 14th Avenue
C.D. PEARSON, Vice President & General Manager

MINNEAPOLIS, MN 55413 (D†)
612 331-2417
2407 East Hennepin
C.D. HALING, Vice President & General Manager

OKLAHOMA CITY, OK 73101 (D†)
405 235-1391
519 North Kentucky
R.D. ROST, General Manager

ST. LOUIS, MO 63166 (D†)
314 652-3525
601 South Edwin Avenue
LAWRENCE A. SCHAEFER, Vice President & General Manager

TULSA, OK 74101 (D†)
918 446-1641
4901 West 66th Street, South
P.O. Box 30
S.K. STEPHENS, Vice President & General Manager

SOUTHEASTERN AREA
AREA HEADQUARTERS

TAMPA, FL 33619 (D†)
813 623-3561
9105 Sabal Industrial Boulevard
P.O. Box 75200
R.E. ATKINS, Vice President & General Manager
T.W. GRIFFIN, Area Executive Vice President, Marketing

FORT MYERS, FL 33901 (D†)
813 334-4489
3586 Work Driver

ORLANDO, FL 32805 (D†)
305 422-3000
1038 West Arlington Avenue
P.O. Box 5276
R.L. McWILLIAMS, Vice President & General Manager

JACKSONVILLE, FL 32205 (D†)
904 786-6000
1030 North Ellis Road
P.O. Drawer C
EDWARD F. DELAPLAINE, President
JACK GEORGE, Vice President Administration
T.W. GRIFFIN, Area Executive Vice President, Marketing
J.R. SOUTH, Vice President & General Manager

SOUTHERN AREA
AREA HEADQUARTERS

NASHVILLE, TN 37210 (D†)
615 259-9575
1111 Foster Avenue
P.O. Box 100069, South Station
M.F. SIGWARD, Region Vice President
A.L. DANNA, Vice President Administration

BIRMINGHAM, AL 35209 (D†)
205 942-1516
220 Distribution Drive
P.O. Box 10921 (35202)
J.L. GARDENHIRE, General Manager

CHATTANOOGA, TN 37421 (D†)
615 899-2340
2020 Polymer Driver
P.O. Box 469 (37401)

KNOXVILLE, TN 37917 (D†)
615 522-2174
1605 9th Avenue
P.O. Box 3806

MEMPHIS, TN 38116 (D†)
901 363-8225
3185 Tranquility Drive
L.E. JONES, Vice President & General Manager

AFFILIATE:

Seaboard Paper Co. (P†)
SAN FRANCISCO, CA 94107
415 982-7460
615 Second Street
AL LINDENBAUM, President

Mellocraft Company, The
(see CDA Distributors)

Mercantil Salamanca, S.A.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Merrill Enterprises
(see Balpex Inc.)

Michigan Paper Company (P)
3155 W. Big Beaver Road, Suite 109
TORY, MI 48084
313 649-4830
JOHN V. BONANDER, President
RENEE CODEN, Vice President

Mid Continent Paper Co.
(see Paper Corporation of America)

Midwestern Paper Co.
(see Western Paper Co.)

Millar, Geo. W., & Co.
(see GWM Industries, Inc.)

Millcraft Paper Company, The (P†)
6800 Grant Avenue - Corporate Office
CLEVELAND, OH 44105
216 441-5500
STUART B. McKINNEY, Chairman
CHARLES L. MLAKER, President
LEONARD B. HORNING, Controller

BRANCHES:

AKRON, OH 44221 (P†)
216 929-4436
1380 Main Street
JAMES R. WHEELER, General Manager

CLEVELAND, OH 44105 (P†)
216 441-5500
6800 Grant Avenue
LAWRENCE E. KOVERMAN, General Manager

COLUMBUS, OH 43085 (D†)
614 436-0101
7461 Worthington-Galena Road
W.F. HOSKET, General Manager

ERIE, PA 16509 (D†)
814 825-3070
6123 Wattsburg Road
JACK TIRPAK, General Manager

TOLEDO, OH 43602 (P†)
419 243-9221
402 Hamilton Street
ROBERT J. LITZER, General Manager

Miller Paper Co. Division
(see Hubbs & Howe Co., Inc.)

Miller, Simon Sales Company (D†)
1218 Chestnut Street
PHILADELPHIA, PA 19107
215 923-3600
JOSEPH LEVIT, President
HENRI C. LEVIT, Vice President

Mississippi Paper Co.
(see Paper Products Co., Memphis, TN)

Monarch Box & Paper Co. (I†)
2600 S. Loomis Street
CHICAGO, IL 60608
312 376-7750
MORTON E. MESSER, President
PHILLIP L. MESSER, Vice President
ROBERT MESSER, Treasurer
RUTH B. MESSER, Secretary
FRANK ANDERSON, Sales Manager

Monarch Paper Co.
(see Paper Corporation of America)

Montrose Paper, Inc. (I†)
439 East Illinois Street
CHICAGO, IL 60611
312 644-7500
NATHAN T. ROSENBERG, President & Treasurer
MARION J. ROSENBERG, Vice President & Secretary
S. L. ROSENBERG, Sales Manager
WALTER J. EWERT, Production Manager

Monumental Paper Company (I)
2201 Eagle Street
BALTIMORE, MD 21223
301 945-1370
SOLL L. SELKO, President
ALAN S. DORENFELD, Vice President
BRAD SELKO, Vice President, Operations
J. LEO LEVY, JR., Vice President, Sales
MILDRED SELKO, Treasurer

Mooney-General Paper Co., Inc. (I)
1451 Chestnut Avenue
HILLSIDE, NJ 07205
201 926-3800
GARY J. RIEMER, President
EUGENE MOVSHIN, Executive Vice President
FRED RAPPOLD, Vice President
WILMA FRIEDBERG, Treasurer
SAUL FRIEDBERG, Secretary
STEVE FRIEDBERG, Sales Manager

Moore Paper Companies (D†)
100 Hogan
P.O. Box 805
HOUSTON, TX 77001
713 228-9191
GENE G. MOORE, President
GREGORY C. MOORE, Vice President
RON PIERCE, Vice President, Sales
GUY WINDHEIM, Vice President, Finance
KEN MARTIN, Sales Manager
LARRY ALLEN, Sales Manager
KEN ALDREDGE, Materials Manager

BRANCHES:

DALLAS, TX 75234 (D†)
214 869-1414
11424 Mathis, Suite 500
WAYNE SHOFFIT, Branch Manager
JEFF HIGGINS, Sales Manager

AUSTIN, TX 78735 (D†)
512 472-1178
5353 Hwy 290 West # 4
GENE G. MOORE, II, Vice President

Morgan Paper Co. Ltd.
(see Balpex Inc.)

Morris-Bancroft Paper Co., Inc.
(see Bancroft Paper Co., Inc.)

Morris Paper Company
(see CDA Distributors)

Morrisette Paper Company (I)
1311 S. Eugene Street
P.O. Box 20347 27420
GREENSBORO, NC 27406
919 373-1044
NANCY P. MORRISETTE, Secretary, Treasurer
WILLIAM F. MORRISETTE, President
JIM GALLMAN, Director of Purchasing
FRED GRAY, Sales Manager

BRANCHES:

HICKORY, NC 28601 (†)
704 322-3650
P.O. Box 3464-28603
1048 Main Avenue Drive, N.W.
NITA MEECHAM, Manager

RALEIGH, NC 27611 (†)
919 834-4455
P.O. Box 27947
JIM COVINGTON, Manager

DIVISION:

Paper Development Corp. Converting Division
REIDSVILLE, NC 27320
919 342-5570
P.O. Box 786
CARLYLE RAYBON, Manager

Mt. Ellis Paper Co., Inc.
214 MacArthur Avenue
Newburgh, NY 12550
914 562-4200
SEYMOUR KAPLOWITZ, President
MILTON CANTOR, Vice President
CLIFFORD KAPLAN, Treasurer

Mudge Paper Co., The (D†)
1211 Bernard Drive
BALTIMORE, MD 21223
301 233-3200
DONALD G. SHIELDS, President
SAM OLDERSHAW, Vice President, General Manager
EUGENE F. WEISSER, Vice President
JOHN C. EATON, Vice President
C.W. MANN, JR., Treasurer
WALTER HERD, Secretary

BRANCHES:

YORK, PA 17405 (D†)
717 767-6618
1-83 Industrial Park
EUGENE F. WEISSER, Manager

LANDOVER, MD 20785 (D†)
301 772-2600
2003 Beaver Road
JOHN C. EATON, Manager

Muller & Wegener sarl
21, rue de Hollerich
LUXEMBOURG
48 49 49
Telex 2620 mulweg lu
MADAME FRANCOISE CERF-MULLER, President

Munroe, D.F., Company (D§)
351 Middlesex Avenue
N. WILMINGTON, MA 01887
617 944-4750
DAVID F. BLACKMAN, Chairman
ARTHUR W. ANDERSON, President
ANTHONY W. SORGE, Executive Vice President
JOHN F. BLACKMAN, JR., Treasurer
A. PETER BLACKMAN, Vice President
JOSEPH P. DuCHARME, Vice President
R. FRANK HALEY, Vice President
JAMES F. McCARTHY, Vice President
ANTHONY A. RUTKOSKY, Vice President
WILLIAM P. SINATRA, Vice President
NORMAND D. LEDOUX, Vice President
EARL G. EFINGER, Vice President

BRANCHES:

WILMINGTON, MA 01887 (D†)
617 944-4750
351 Middlesex Avenue
EARL EFINGER, Vice President, General Manager
CHARLES J. SOUTHMAYD, Operations Manager

MANSFIELD, MA 02048 (D†)
617 339-6161
Route 106
JOHN P. FINLAY, Vice President, General Manager
WILLIAM SYPHER, Operations Manager

E. HARTFORD, CT 06108 (D†)
203 289-3484
238 Prestige Park Road
ROBERT E. WEST, Manager
RICHARD P. THUOTEE, Operations Manager

N

BRIDGEPORT, CT 06610 (D†)
203 332-0702
310 Bishop Avenue
ANTHONY SORGE, Vice President, General Manager
RICHARD P. THUOTTE, Operations Manager

WESTBROOK, ME 04092 (D†)
207 227-1526
4 Delta Drive, P.O. Box 335
SAMSON J. SIVOVLOS, Manager

MANCHESTER, NH 03103 (D†)
603 627-1320
444 East Industrial Park Drive
DAVID C. MANNING, Manager

Murnane Paper Company (P†)
607 Northwest Avenue
NORTHLAKE, IL 60164
312 449-1200
J. HOBIE MURNANE, President
PETER J. HALLIGAN, Vice President
ROBERT P. WALSH, Vice President
GERARD J. MALONE, Vice President
FRANK J. MURNANE, Treasurer
WILLIAM LAUGLIN, Secretary
ROBERT W. HUNT, Assistant Secretary

Murphy Paper Co., Inc. (I†)
195 Reading Street
BUFFALO, NY 14220
716 825-5200
GEORGE C. KROHN, President

Mussett, David Ltd. (P†)
44 Holland Street
LONDON SE1 9JT, ENGLAND
01-928-4672
MRS. J. MUSSETT, Director

SUBSIDIARY:

Turner Poyer Ltd. (†)
LONDON SE1 9HY, ENGLAND
01-928-0560
77 Bankside
MRS. J. MUSSETT, Director

Mutual-Precision Co. (Division of Wittcoff Paper Co., Inc.) (I†)
202 Coffey Street
BROOKLYN, NY 11231
718 859-9000
EDWARD WITTCOFF, President
MARK WITTCOFF, Executive Vice President
TED ELKINS, Vice President, Packaging & Disposable Products
IRVING ZITT, Vice President, West Coast Operation and Needle Trade Division
DORIS RUBIN, Sales Department
GARY DUBRO, Purchasing & Converting Department
LINDA ALHANTE, Tissue Department
DOROTHY MELNICK, Controller

Western Sales Office & Warehouse
560 S. Mission Road
LOS ANGELES, CA 90033
213 269-6950

Myers, Mayer, Paper Co. (I†)
P.O. Box 410
1769 South Latham Street
MEMPHIS, TN 38106
901 948-5631
MALCOLM LEVI, Chairman of the Board
KENNETH LEVI, President
LOUIS BYALL, Executive Vice President
HARRY PREST, Vice President, School Supply & Sundry
JOHN CORTESE, Vice President, Sales Manager

Nagel Paper & Box Company (I†)
1900 E. Holland Avenue
SAGINAW, MI 48601
517 753-4405
(Mailing Address: P.O. Box 1567, Saginaw, MI 48605)
MARTIN H. STARK, Chairman of the Board
E. P. STANSBURY, President
K. ABBENANTE, Operations Manager
B. SISCHO, Purchasing Agent
D. MINICH, Packaging Specialist

National Association of Paper Merchants, The
3 Plough Place
Fetter Lane
LONDON, EC4A 1AL, ENGLAND
01-353-7271
R.W. BRAY, Director

National Paper Company, Inc. (I)
2511 So. 156 Circle
OMAHA, NE 68130
402 330-5507
WILLIAM G. OCHSNER, President
FRANK DUNNING, Purchasing
TONY MAIDA, Operations Manager
JEFF CLARK, Branch Sales Manager

BRANCH

National Paper of Iowa
DES MOINES, IO 50313
515 283-2107
700 E. 4th Street
GEORGE HOLLINGSWORTH, Branch Manager

National Paper Company of N.J. (P†)
500 S. Clinton Street
EAST ORANGE, NJ 07018
201 673-1333
JACOB BAGISH, Chairman of the Board
DAVID BAGISH, President
ROBERT WEINSTEIN, Vice President
NORMAN ENGLANDER, Vice President
DAVID H. BROWN, Sales Manager
MYRA BAGISH, Treasurer

National Paper Marketing Council of Australia, The
Suite 8, Dean House
1 Johnston Lane
P.O. Box 373
LANE COVE WEST, N.S.W. AUSTRALIA 2066
H.G. KRAEFFT, Executive Director

National Paper & Packaging Co. (I†)
P.O. Box 94545 (44101)
1240 East 55th Street
CLEVELAND, OH 44103
216 391-6000
URVAN G. EPSTEIN, Chairman of the Board
MORTON G. EPSTEIN, President
JEROME E. GROVER, Executive Vice President
BRENT R. GROVER, Vice President, Treasurer
ARTHUR J. HORNER, Vice President, Marketing & Planning
GEORGE CHIZMAR, Vice President, Sales
JEFFRY H. GROVER, Field Sales Manager
JEFFREY D. EPSTEIN, Operations Manager

BRANCH:

COLUMBUS, OH 43026 (I†)
614 876-0500
3700-A Parkway Lane

National Paper & Packaging Inc. (I)
70 Franklin Avenue
BROOKLYN, Y 11205
718 624-2900
MARTIN SCHLESINGER, President
ROSLYN GOLDFISHER, Sales Manager

Nationwide Papers (D)
Champion International Corporation
Executive Offices
One Champion Plaza
STAMFORD, CT 06921 (D†)
203 358-6600
THOMAS V. ZEUTHEN, Vice President & General Manager
O. L. MILLER, Vice President - Administration
RONALD E. KROGER, Manager of Accounting (Located in Hamilton, OH)
JACK F. KLINE, Manager-Planning & Analysis
ARTHUR L. SCOTT, Director of Credit
HENRY GEST, Director of Merchandising
ERIK JOKI, Manager of Merchandising, Fine Papers
FRANKLIN D. ROGERS, Director of Marketing-Industrial Products

FIELD LOCATIONS:

ALBUQUERQUE, NM 87102 (D†)
505 243-6611
1424 First Street, N.W.
P.O. Box 26028, 87125
BILL H. KEITH, Division General Manager (Houston)
GERALD F. MCPHERSON, Manager

ARLINGTON, TX 76011 (D†)
817 640-2311
3500 Avenue E, East
P.O. Box 5208, 76005
DONN G. COLEMAN, Division General Manager

ATLANTA, GA 30324 (D†)
404 876-5541
225 Ottley Drive, N.E. (delivery)
ATLANTA, GA 30324
P.O. Box 13006 (mailing)
K. WAYMAN WINTERS, Division General Manager

BALTIMORE, MD 21240 (D†)
301 796-5400
P.O. Box 8719
Baltimore/Washington International Airport
7190 Parkway Drive, Parkway Industrial Center,
Dorsey, MD 21076 (Office Location)
JAMES M. HUDSON, Division General Manager
ROGER H. BLOOMQUIST, Sales Manager

CINCINNATI, OH 45241 (D†)
513 769-4900
3465 Hauck Road
Sharonville, OH
JOSEPH E. OKRUHLICA, Division General Manager (Louisville)
WILLIAM R. SCHOLZ, Manager
W.L. BARTH, JR., Sales Manager

DALLAS, TX 75235 (D§)
214 630-9844
8730 King George Drive, Suite 130
DONN G. COLEMAN, Division General Manager (Arlington)
MARSHALL P. KENDALL, Manager
ERIC E. ANDERSON, Sales Manager

DENVER, CO 80216 (D†)
303 388-6211
4800 East 48th Avenue
P.O. Box 5128, Terminal Annex 80217
DAVID L. STALL, Division General Manager
FRED H. DINGLER, Sales Manager

DETROIT, MI 48234 (D†)
313 366-4800
5820 East Nevada Avenue
TERRY G. PAYNE, Manager

ELK GROVE VILLAGE, IL 60007 (D†)
312 595-3060
850 Mark Street
CRAIG T. JOHNSON, Division General Manager
STEVEN E. McGRANE, Sales Manager

EL PASO, TX 79905 (D†)
915 544-1280
3700 Durazno Avenue
P.O. Box 9369, 79984
DONN G. COLEMAN, Division General Manager (Arlington)
ADRIAN C. FARMER, Sales Manager

FORT WORTH, TX 76110 (D§)
817 284-0923
1901 Windsor Place

DONN G. COLEMAN, Division General Manager (Arlington)
JERRAL D. BLAIR, Manager
CHARLES F. WALLER, Sales Manager

HOUSTON, TX 77029 (D†)
713 672-9557
10300 North Loop East
P.O. Box 24020
BILL H. KEITH, Division General Manager
KEITH Y. HORNER, Sales Manager

KANSAS CITY, MO 64141 (D†)
816 221-5700
P.O. Box 387
1445 Saline Street, North Kansas City, MO 64116
(Office Location)
WALLACE M. BURGER, Division General Manager
RICK SEYMOUR, Manager

LOS ANGELES, CA 90058 (D†)
213 583-1441
P.O. Box 58867
3100 East 44th Street
RICHARD B. JAMES, Division General Manager

LOUISVILLE, KY 40213 (D†)
502 361-5566
6710 Grade Lane
P.O. Box 34380, 40232-4380
JOSEPH E. OKRUHLICA, Division General Manager
CHARLES L. NALLEY, Sales Manager

MEMPHIS, TN 38118 (D§)
901 363-0681
4437 Delp Street
MARK P. BOLLINGER, Division General Manager (St. Louis)
JERRY M. YORK, Manager

MILWAUKEE, WI 53209 (D†)
414 562-1060
4360 North Green Bay Avenue
CRAIG T. JOHNSON, Division General Manager (Elk Grove Village)
FRED W. MICHELL, Manager
JOHN P. O'REILLY, Sales Manager

MINNEAPOLIS, MN 55440 (D†)
612 331-6180
345 Industrial Boulevard
P.O. Box 1345
CHARLES R. CARLSON, Division General Manager
ARTHUR R. EVERSMAN, Manager

ST. LOUIS, MO 63110 (D†)
314 645-3850
1400 Macklind Avenue
MARK P. BOLLINGER, Division General Manager

SAN ANTONIO, TX 78207 (D†)
512 226-4181
519 North Medina
P.O. Box 7409
DON G. COLEMAN, Division General Manager (Arlington)
KEITH H. CLAY, Sales Manager
THOMAS E. MARLER, Manager

SAN DIEGO, CA 92126 (D§)
619 578-3011
7979 Stromesa Court
RICHARD B. JAMES, Division General Manager (Los Angeles)
RICHARD N. HOSTIN, Manager

SAN FRANCISCO, CA 94134 (D†)
415 583-9160
345 Schwerin Street
P.O. Box 7895, 94120
RALPH E. ERICKSON, Manager
PAUL J. AUGUSTINI, Sales Manager

SPRINGFIELD, MO 65805 (D†)
417 869-6418
223 East Water Street
P.O. Box 1986, 65805
WALLACE M. BURGER, Division General Manager (Kansas City)
GEORGE O. LIKINS, Manager

TOPEKA, KS 66605 (D†)
913 266-3340
3721 South Park Avenue
P.O. Box 5109, 66605
WALLACE M. BURGER, Division General Manager (Kansas City)
WILLIAM H. PATTERSON, Manager

Newberry De Chihuahua, S.A.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Newell Paper Co.
(see Jackson Paper Co.)

New Zealand Paper Merchants' and Manufacturing Stationers' Association
IBM Centre
151-161 The Terrace
P.O. Box 10-340
WELLINGTON, NEW ZEALAND
(4)725-850
R.B. YOUNG, Secretary

Nogg Brothers Paper Company (I†)
P.O. Box 3728
OMAHA, NE 68103
402 348-1710
ALVIN S. NOGG, Chairman
DON NOGG, President
ALAN NOGG, Executive Vice President, Secretary
DENNIS C. ANDERSON, Vice President - Sales
THOMAS J. ARMSTRONG, Vice President Operations

BRANCH:

Nogg Paper Company (I†)
GRAND ISLAND, NE 68801
308 382-0812
P.O. Box 1883
327 North Cleburn

NORCO Paper Co. (P†)
100 Hegenberger Road
P.O. Box 6117
OAKLAND, CA 94603
415 638-0460
NORMAN T. BUSHBERG, President
SIRI VEDYA SINGH, Vice President & Sales Manager
ROBERT P. GOW, Treasurer
NORMAN T. BUSHBERG, Treasurer
S.V. SINGH, Director of Purchasing
G.B.S. KHALSA, Operations Manager
EARLE MOORE, Traffic Manager

Norel Paper Corporation (I†)
20 River Road
BOGOTA, NJ 07603
201 646-1900
HARRY NUSSBAUM, President
RICHARD HORNSTEIN, Corporate Vice President, Secretary
KEITH GRAMLING, Vice President, Sales
ABE SCHERL, Sales Manager
SAUL SROUR, Vice President, Finance

BRANCHES:

Norel
THOROFARE, NJ 08086
609 845-2504
1501 Grandview Avenue
CHUCK STACKHOUSE, Executive Vice President, Sales & Operations

Norel
HANOVER, MD 21076
301 796-5020
7255 Standard Drive
WILLIAM McPHERSON, Manager, Sales & Operations

Norel
WINSTON SALEM, NC 27106
919 748-9290
4409 Providence Lane
WAYNE STRUZIK, Vice President, Sales & Operations

Norel
ATLANTA, GEORGIA 30336
404 344-8373
6205-D Boat Rock Road
ROY LANTZ, Manager, Sales & Operations

Norris, Garland C., Co. (D†)
P.O. Box 968
RALEIGH, NC 27602
919 832-0324
JAMES ARTHUR KING, President
JAMES A. KING, II, Vice President & Treasurer
CHARLES D. KING, Vice President & Secretary

North Georgia Paper & Specialty Company (I)
P.O. Box 1507
East Main Street
BLUE RIDGE, GA 30513
404 632-2055
DONALD J. CLEMENTS, President
ROBERT T. JOLLY, Vice President
LA VADA JOLLY, Treasurer
MARY E. CLEMENTS, Secretary

Northern Paper Distributing Co. (I)
1711 Rogers Avenue
P.O. Box 1988
SAN JOSE, CA 95109
408 436-1907
BERNARD FREDKIN, President
GARY FREDKIN, Vice President

Northwest Wholesale Supply Co. (I†)
2805 Bayer Street
P.O. Box 41
EAU CLAIRE, WI 54702
715 834-4816
MARK E. ORENDORFF, President
GALEN C. BOWE, Sales Manger

Ochs Paper Co., Inc. (I†)
1140 Division Street
P.O. Box 21087
INDIANAPOLIS, IN 46221-1392
317 634-4064
HERMAN OCHS, Chairman & Treasurer
KATHRYN OCHS SILVEY, President
EDNA VISE, Vice President
RUTH OCHS, Secretary

Ohio & Michigan Paper Company, The (D†)
Ampoint Industrial Complex
P.O. Box 621
TOLEDO, OH 43694
419 666-1500
(Ship to: 350 Fourth Street, Ampoint Industrial Complex, Perrysburg, OH 43551)
KENNETH A. LEININGER, President
ALAN R. LEININGER, Vice President
JOHN E. STRIGGOW, Vice President, Sales
VICTOR C. DeCRANE, Vice President, Printing Papers
WILFRED H. ELCHERT, Secretary-Treasurer

P

O K Papers, Inc. (I†)
3325 Mt. Prospect Road
FRANKLIN PARK, IL 60131
312 833-2500
O. K. SENSENBRENNER, Chairman
ROBERT P. SENSENBRENNER, President
JOHN H. PEEL, Vice President
LESTER W. PRISK, SR., Secretary
D.J. MacKINNEY, Treasurer
RALPH F. BRUDER, Purchasing Agent

OK Paper Center
(see Olmsted-Kirk Company of Houston)

Oklahoma City Division
(see Paper Corporation of America)

Oklahoma Paper Company (D†)
301 E. California
P.O. Box 26667
OKLAHOMA CITY, OK 73126
405 236-0611
SIG A. HARPMAN, JR., President & Treasurer
GEORGE SHADID, Vice President & Secretary

Olmsted-Kirk Company of Houston (D†)
3480 West 12th Street
P.O. Box 701099 (77270-1099)
HOUSTON, TX 77008-6124
713 868-1531
(Mail all correspondence to: Olmsted-Kirk Paper Company, Robert H. Olmsted, Jr., President, 2420 Butler Street, P.O. Box 1049, Dallas, Texas 75221)
ROBERT M. OLMSTED, JR., President
FRED BILLINGSLEY, Senior Vice President
BEN ANTHONY, Vice President & General Manager

DIVISION:

O-K Paper Center (D)
HOUSTON, TX 77001
713 868-8056
3480 West 12th Street

Olympic Paper Company
(see West Coast Paper Company)

Omaha Paper Company (P)
901 Jackson Street
OMAHA, NB 68102
402 342-4666
DAVID B. POWELL, President
RONALD M. WELLS, Vice President
M.R. BENSON, Sales Manager

Ouellet, Ernest (1979) Inc.
(see Balpex Inc.)

[redacted]

Pacific Western Container
(see Pak West Paper & Chemical)

Package Factory, The (I)
808 Nicholas Avenue
ORANGE, CA 92667
714 538-8831
JAMES E. BUTCHER, President
ROBERT D. DAWSON, Vice President
WILLIAM E. CLAY, General Manager

Packaging Consultants, Inc.
(see Bunzl Corporation)

Packaging & Handling Supplies Company
3030 Springboro Road
DAYTON, OH 45439
513 294-2656
J.G. NAZARENUS

BRANCH:

Packaging & Handling Supplies
COLUMBUS, OH 43228
4166 Fisher Road
JOHN HALPIN, Executive Vice President

Packaging Materials, Inc.
(see Bunzl Corporation)

Packaging Services Corporation (§†)
33611 Dequindre Road
TROY, MI 48084
313 588-8870
SAM FRANK, President
JAMES McCARROLL, Controller & Office Manager
MITCHELL LEFTON, Purchasing Manager

BRANCHES:

APPLETON, WI 54911 (§)
414 733-5896
813 Pershing Street
ROBERT DUTHIE

CHAGRIN FALLS, OH 44022 (§)
216 247-6615
P.O. Box 545
142 S. Strawberry Lane
BOB COLEMAN

DOUGLASSVILLE, PA 19815 (§)
215 326-7970
# 1 Ivy Lane
Box 22, Road # 1
STEVEN COHEN

GLEN ELLYN, IL 60137 (§)
312 469-7880
21 W. 542 22nd Street
JIM GANNON

WESTERVILLE, OH 43081 (§)
614 882-7960
256 Fairdale Avenue
JERRY HARRIS

WICHITA, KS 67218 (§)
316 684-5008
707 S. Woodlawn
LEE LOVAN

CORPUS CHRISTI, TX 78418
512 949-8928
15513 Cruiser Street
BOB BENSINGER

Packaging Supply Company, Inc.
(see Bunzl Corporation)

Pak West Paper & Chemical (I†)
3310 S. Fairview
P.O. Box 5140
SANTA ANA, CA 92704
714 557-7420
JOHN G. DEMPSAY, President
JAMES F. BLOWER, Vice President
LINDA B. DEMPSAY, General Manager

BRANCHES:

Pak West Paper & Chemical - San Marcos (§)
Sales office only - 619 239-5017
1221 Linda Vista
SAN MARCOS, CA 92069

Pacific Western Container Division of Pak West Paper (I†)
SANTA ANA, CA 92705
714 547-9266
1535 E. Edinger
P.O. Box 5140
JAMES F. BLOWER, President
JOHN G. DEMPSAY, Vice President
LINDA B. DEMPSAY, General Manager

Palm Beach Paper Company, Inc.
(see Bunzl Corporation)

Palmer Paper Co.
(see Western Paper Co.)

Pan American Papers, Inc. (D)
5101 N.W. 37th Avenue
MIAMI, FL 33142
305 635-2534
FRANCISCO T. VALDES, Chairman of the Board & Chief Executive Officer
JESUS F. VALDES, President & Chief Operating Officer
JESUS A. ROCA, Executive Vice President

Panama City Paper Co.
(see Fulton Paper Co., Inc.)

Papeles Selectos, S.A.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Paper Centre, The
(see Inter City Papers Limited)

Paper Chase — Central, North, South
(see Bosworth Papers, Inc.)

Paper & Chemical Supply Company (I)
207 Frankfort Avenue
SHEFFIELD, AL 35660
205 383-3912
DAVID MUHLENDORF, President
TOM FRITH, Vice President
BEA MUHLENDORF, Chairman
ROY CLARK, Operations
JOHN CURRY, Controller
CLARICE JOHNSON, Data Processing Manager
HELEN MURDOCK, Executive Assistant

Paper City Paper Co.
(see Fulton Paper Company, Inc., Atlanta, GA)

Paper Company, The (D†)
808 Cherokee
SIOUX FALL, SD 57104
605 336-1190
DEMP CHRISTENSON, President
HENRY DUIN, Vice President & Operations Manager
ART WIENKE, Vice President, Sales & Marketing

BRANCHES:

RAPID CITY SD 57701 (†)
605 342-6042
1908 Creek Drive

SIOUX CITY, IA 51105 (†)
712 258-3524
1601 Terminal Drive

Paper Corporation of America (D)
1325 Morris Drive
WAYNE, PA 19087
215 296-4470
(Mailing address: P.O. Box 958, Valley Forge, PA 19482)
RICHARD C. GOZON, President
JAMES J. SWEARINGEN, Executive Vice President
JOHN J. McKIERNAN, Vice President - Controller
RICHARD G. BURTON, Vice President - Marketing, Printing Papers
JOHN H. OAKLEY, Vice President - Marketing, Industrial Products

NIEL F. CHRISTENSEN, Vice President - Physical Distribution
ROBERT W. HILL, JR., Eastern Regional Manager, Retail Stores

Baldwin Paper Company (P†)
NEW YORK, NY 10013
212 255-1600
161 Avenue of the Americas
NATHANIEL E. SPRINGER, JR., President
SAMUEL S. HIMMELL, Chairman of Executive Committee
HERBERT Y. EHRICH, Executive Vice President
HENRY H. HIMMELL, Vice President
DANIEL ROMANO, Vice President, Finance
DONALD J. HELLER, Vice President

Atlanta Division
ATLANTA, GA 30305
404 237-0253
3155 Roswell Road, N.E. Suite # 210
JOHN BUCHANAN, Division Manager

Carpenter Paper Company of Nebraska (D†)
OMAHA, NE 68102
402 341-0266
815 Harney Street
ROBERT C. BYRNE, President
ROBERT M. BAUMGARDNER, Executive Vice President
H.L. (LOU) CLURE, Vice President-Operations
JAMES M. LANE, Vice President-Central Division
ARTHUR SPENCE, Vice President Finance-Treasurer
MERRILL G. CARLSON (Swede), Omaha District Sales Manager
ROBERT G. FOLDEN, Operations Manager-Central Division

Missoula Division
MISSOULA, MT 59801
406 543-5143
812 Toole Avenue
EDWARD J. BURGHARDT, District Sales Manager

Billings Division
BILLINGS, MT 59101
406 259-5525
2019 Montana Avenue
JOSEPH NABITY, JR., District Sales Manager

Sioux City Division
SIOUX CITY, IA 51101
712 277-1274
1900 East Fourth Street
TOM M. SCHROEDER, District Sales Manager

Fort Smith Division
FORT SMITH, AR 72901
501 782-7276
3316 Towson Avenue
H. DONALD FENT, District Sales Manager

Great Falls Division
GREAT FALLS, MT 59401
406 453-0317
219 Second Aveue, South
WESLEY W. BRENNAN, District Sales Manager

Oklahoma City Division
OKLAHOMA CITY, OK 73107
405 947-2737
607 North Miller
DON R. SOERGEL, Vice President-Southwest Division
JIM R. MILLS, Operations Manager-Southwest Division
MARVIN L. SCHUMACHER, Oklahoma Marketing Manager

Lincoln Division
LINCOLN, NE 68503
402 476-1243
145 North 46th Street
JOHN S. MORRIS, District Sales Manager

Denver Division
DENVER, CO 80239
303 371-4260
12601 East 38th Avenue
L.A. (CURLY) NEWELL, Vice President-Rocky Mountain Division
HARRY C. JENSEN, Sales Manager, Printing Papers
KEITH PHIPPS, Sales Manager, Industrial Papers
STEVEN CUMMINGS, Operations Manager

Tulsa Division
TULSA, OK 74145
918 664-2520
6539 East 46th Street, South
DON R. SOERGEL, Vice President-Southwest Division
HOSS MOINI, Operations Manager

Grand Island Division
GRAND ISLAND, NE 68801
308 382-9530
330 North Jefferson Street
JAMES M. LANE, District Sales Manager

Amarillo Division
AMARILLO, TX 79106
806 358-7473
8201 West Amarillo Blvd.
RANDALL T. NASH, District Sales Manager

OMAHA, NE 68102 (†)
402 341-0266
815 Harney Street
JAMES M. LANE, Vice President-Central Division
MERRILL G. CARLSON, Omaha District Manager

Copco Papers, Inc. (D†)
COLUMBUS, OH 43219
614 251-7000
525 North Nelson Road
JEROME F. PAGE, JR., President
ROBERT H. NOBLE, Vice President, Administration
ROBERT E. HILL, Corporate Marketing Manager, Industrial Papers
DAVID E. HOWELL, Vice President & Corporate Marketing Manager-Printing Papers
KIRK D. BUCKHAM, Vice President, Corporate Marketing Information Products and Retail
CLEMENT M. WOLFE, Vice President & Corporate Systems Manager
JAMES P. VILLARREAL, Vice President-Operations

Columbus Division
COLUMBUS, OH 43216 (†)
614 251-7000
525 N. Nelson Road
P.O. Box 597
RICHARD I. DENNIS, Executive Vice President & Division Manager
JACK P. LYONS, Sales Manager, Fine Paper & Envelopes
ROBERT J. KEATING, Sales Manager, Industrial Papers

Dayton Division
DAYTON, OH 45401
513 461-5930
705 Longworth Street
MATTHEW J. MILLER, Vice President & General Manager

Pittsburgh Division
LEETSDALE, PA 15056
412 771-3660
Buncher Industrial Park
Avenue "B" Building 12
RONALD A. FIEHRER, Vice President & General Manager

Charleston Division
CHARLESTON, WV 25311
304 346-0727
1537 Hansford Street
SPENCER K. WHITE, Vice President & General Manager

Saginaw Division
SAGINAW, MI 48601
517 755-7716
1901 Rust Avenue

Cincinnati Division
CINCINNATI, OH 45241
513 489-8823
11431 Williamson Road, Suite # 2

Toledo Division (§)
TOLEDO, OH 43607
419 531-4705
3145 Nebraska Avenue
MICHAEL A. RAYNER, Sales Manager

Cleveland Division (†)
CLEVELAND, OH 44105
216 883-1675
5905 Grant Avenue
DAVID J. McMULLEN, SR., Vice President & General Manager

Indianapolis Division (†)
INDIANAPOLIS, IN 46206
317 637-2351
530 East Ohio Street
RICHARD L. HENDERSON, Vice President & General Manager

Lansing Division (†)
LANSING, MI 48912
517 372-7000
301 North Hosmer Street

Detroit Divisions:
Chope-Stevens Paper Company Division of Copco Papers, Inc. (†)
AUBURN HEIGHTS, MI 48057
313 962-9111
2737 North Adams Road
GERALD L. STRANG, Executive Vice President & General Manager
JOHN P. TAYLOR, Sales Manager

Union Paper Company Division of Copco Papers, Inc. (D)
DETROIT, MI 48216
313 496-1600
2121 West Fort Street
RUSSELL V. HONKA, Vice President & General Manager

Copco Tape and Label Division (D†)
FINDLAY, OH 45840
419 422-8414
315 Central Avenue
STANLEY J. DVORAK, Vice President-Marketing
GERALD J. EHRNSCHWENDER, Manager

Garrett-Buchanan (D†)
PHILADELPHIA, PA 19153
215 492-1776
7575 Brewster Avenue
RAYMOND J. BONINA, President
MARC J. HEPPE, Vice President
QUINCY T. JONES, Vice President/General Sales Manager
CHARLES W. SHANE, Vice President
D. EUGENE SHADY, Vice President
JOHN M. CONSIDINE, Vice President
JOSEPH E. LABENZ, Vice President/Philadelphia Division Manager
JOSEPH WOLF, Vice President
VINCENT J. SANTORE, Vice President, Corporate Operations Manager
CHARLES F. ROBERTS, Vice President

Columbia Division (D†)
COLUMBIA, MD 21046
301 730-8085
9525 Berger Road
PHILIP J. KNAB, Sales Manager, Washington, DC

Lancaster Division (D†)
LANCASTER, PA 17603
717 291-7250
210 Wohlsen Way
30 West Industrial Park
DOUGLAS M. SAUNDERS, Division Manager
HENRY A. McKAY, Sales Manager

Reading Division (D†)
READING, PA 19601
215 374-8241
Reed & Elm Streets
RUSSELL L. BERKENSTOCK, JR., Division Manager

Allentown Division (D†)
ALLENTOWN, PA 18105
215 797-0760
2030 Vultee Street
WILLIAM P. FONZONE, Division Manager

Copysource Division (D†)
KING OF PRUSSIA, PA 19406
215 337-2280
771 Fifth Avenue
RONALD WEAVER, Manager

Copysource Division (D†)
RALEIGH, NC 27612
919 781-8775
8601-"G" Glenwood Avenue
RAYMOND GIBSON, Manager

P

Copysource Division (D†)
PHILADELPHIA, PA 19123
215 627-1700
444 North Third Street
ROBERT R. CHRISTMAS, Manager

LaSalle Messinger Paper Company (P†)
BROADVIEW, IL 60153
312 345-8500
2601 South 25th Avenue
HAROLD A. (AL) KRACHT, President
EDWARD F. (ED) GARVEY, Senior Vice President
R. JAMES SEEBERG, Senior Vice President
WILLIAM J. (BILL) LEONARD, Vice President-Controller
ROBERT C. (BOB) STINE, Vice President-Sales Manager

Kansas City Division (D)
OVERLAND PARK, KS 66212
913 451-1171
10500 Barkley Street
DOUGLAS P. (DOUG) EBERLY, General Manager

Mid-Continent Paper Company (D)
WICHITA, KS 67216
316 522-3494
2904 South Spruce
JOE ROBINSON, General Manager

Monarch Paper Company (D†)
HOUSTON, TX 77092
713 686-9332
3825 Dacoma Street
HAMILTON J. BISBEE, President
EDWIN R. HUNTER, Vice President, Sales & Marketing
PAUL G. WEAVER, JR., Vice President, Finance
R. DONALD STRONG, Vice President, Operations
PAUL E. BRADLEY, Vice President, Administration
RONALD M. MILAM, SR., Vice President, Systems & Planning
PEGGY WALTER, Corporate Employee Relations Manager

HOUSTON, TX 77092 (†)
713 686-9332
3825 Dacoma
Mailing address: P.O. Box 2669, Houston, TX 77252-2669
EDWARD HUNTER, Vice President & Division Manager
CARL FAWCETT, Sales Manager (Fine Paper)
GARY B. BABB, Sales Manager (Industrial Paper)
JOHN HARREL, Copysource Manager

San Antonio Division (†)
SAN ANTONIO, TX 78218
512 661-5351
4709 Macro Street
PAUL BRADLEY, Vice President & Division Manager

Dallas Division (†)
DALLAS, TX 75212
214 631-8530
2310 St. Germain Street
CHARLES WHITE, Vice President & Division Manager
JACK L. OGILVIE, SR., Web Marketing Manager
MICHAEL ERWIN, Sales Manager

Fort Worth Division (†)
FORT WORTH, TX 76104
817 335-4894
300 Industrial Avenue
CHARLES WHITE, Vice President & Division Manager

Austin Division (†)
AUSTIN, TX 78744
512 443-7112
2090 Woodward Street
LARRY CLARK, Vice President & Division Manager

Paper Corporation of U.S.
NEW YORK, NY 10011
212 645-5900
100 Fifth Avenue
ROBERT F. FITZGERALD, President
ALBERT J. CASS, JR., Senior Vice President
ARTHUR SMITH, Vice President/Controller
JAMES M. KEARNEY, Vice President/Administration
JOHN J. MULKERN, Manager/Government Sales

Cincinnati Division (§)
CINCINNATI, OH 45230
513 528-5446
4030 Mt. Carmel Tobasco Road
ROLF WECKESSER, Export Manager

Rourke-Eno Paper Company (D†)
HARTFORD, CT 06120
203 522-8211
261 Weston Street
GREGG L. RETTEN, President
ARTHUR J. DOUVILLE, Executive Vice President
WILLIAM S. DOANE, Vice President-Director of Marketing
NORMAN C. HOLCOMB, Vice President-Finance & Administration
JANET M. PRZYGOCKI, Vice President-Merchandising
JOSEPH A. WYANT, Vice President, Purchasing and Physical Distribution

Packaging Division (I†)
HARTFORD, CT 06120
203 249-1325
261 Weston Street
RICHARD J. TISCHOFER, Division Manager
RICHARD McGANN, Industrial Paper Sales Manager
WILLIAM CALLAHAN, Printing Paper Sales Manager

Boston Division (D†)
WOBURN, MA 01801
617 938-7600
485 Wildwood Street
W. GREGORY ROOS, Division Manager
GEORGE KALIONTZIS, Printing Paper Sales Manager
SALVATORE J. DIGNOTI, Vice President-Fine Paper Sales

Providence Division (D†)
EAST PROVIDENCE, RI 02915
401 438-2140
193 Amaral Street
DONALD F. MALO, Division Manager

Springfield Division (D†)
SPRINGFIELD, MA 01104
413 781-1100
109 Cadwell Drive
EUGENE PANECASIO, Vice President, Division Manager

Concord Division
CONCORD, NH 03301
603 224-9200
Route 106
Sheep Davis Road
GARY W. STOCKLEY, Division Manager

Worcester Division (D†)
WORCESTER, MA 01604
617 754-4672
76 West Worcester Street
HOWARD TUNSTALL, Division Manager
JERRY MARATEA, Industrial Sales Manager

West Haven Division (D†)
WEST HAVEN, CT 06516
203 932-3661
220 Frontage Road
JOHN W. TRIPP, Vice President-Division Manager
GEORGE MURRAY, Industrial Sales Manager

Saxon Paper - New York (P†)
LONG ISLAND CITY, NY 11101
718 937-6100
30-10 Starr Avenue
MICHAEL J. MAZO, President
ANTHONY TARTAGLIA, Controller

Saxon Paper - Florida (P†)
MIAMI, FL 33126
305 592-6650
1867 N.W. 72nd Avenue
GENE PRESS, President
JAMES KRESGE, Controller

Tampa Division (P†)
TAMPA, FL 33614
813 885-4731
6625 Anderson Road
JAMES CURTIS, Branch Manager

Seneca Paper Company (P)
ROCHESTER, NY 14603
716 328-9300
48 King Street
ARTHUR L. BASCOMB, President
MICHAEL L. VEEN, Senior Vice President
DONALD A. BETZ, Corporate Vice President, Merchandising Manager
RICHARD T. O'BRIEN, Corporate Vice President & General Manager

Binghamton Division (D†)
BINGHAMTON, NY 13902
607 723-6361
97-99 Ely Street
LARRY M. KICINSKI, Vice President & General Manager

Buffalo Division (P)
BUFFALO, NY 14240
716 854-5954
210 Ellicott Street
R. JAMES SCOTT, Vice President & General Manager

Syracuse Division (D†)
LIVERPOOL, NY 13088
315 451-9390
4660 Crossroads Park Drive
HERBERT W. CROSS, Corporate Vice President & General Manager

Albany Division (D)
ALBANY, NY 12205
518 459-5200
9 Interstate Avenue
CHARLES N. PRATT, Division Manager

The Unisource Corporation (D)
LONG BEACH, CA 90802
213 435-8291
Corporate Offices
300 Oceangate
Suite 425
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PHILLIP L. ERICKSON, Executive Vice President
ROBERT A. DI MASCIO, SR., Vice President - Finance & Administration
ROBERT G. SPICER, Vice President, Marketing - Industrial
JOHN W. HARTLEY, Vice President - Operations
STEPHEN R. BECKER, Vice President - Human Resources

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BOB McDOUGAL, Division Manager

BOISE, ID 83705
208 342-6010
1109 Boeing Street
P.O. Box 7447 (83707)
FRANK HARRIS, Division Manager

MILWAUKIE, OR 97222
503 654-6560
2690 S.E. Mailwell Drive
P.O. Box 3229 (97208)
ERNIE BLATNER, Division Manager

KENT, WA 98031
206 575-0220
20213 89th Avenue South
P.O. Box 3506 (98124)
WARD GARDNER, Division Manager

SPOKANE, WA 99206
509 535-0164
East 4320 Trent Avenue
P.O. Box 3628 (99220)
LEONARD GREEN, Division Manager

FRESNO, CA 93725
209 264-9651
2325 South Cedar Avenue
BARRY RONAN, Division Manager

SPARKS, NV 89510
702 358-0510
380 South Rock Blvd.
P.O. Box 10980 (89510)
ERNIE EVANGELISTA, Division Manager

WEST SACRAMENTO, CA 95691
916 371-7413
1690 Cebrian Street
P.O. Box 1077 (95691)
JIM STONE, Division Manager

SALT LAKE CITY, UT 84101
801 973-2600
1000 S. 500 West
P.O. Box 30038 (84130)
DICK HILL, Division Manager

SAN JOSE, CA 95133
408 272-0100
697 Lenfest Road
BOB MUNDT, Division Manager

DUBLIN, CA 94568
415 833-0606
6700 Golden Gate Drive
DAVE ALLEN, Division Manager

HONOLULU, HI 96819
808 845-3247
2250 Pahounui Drive
P.O. BOX 17459 (96817)
RICH MEACHEN, Division Manager

LAS VEGAS, NV 89103
702 871-6262
4445 S. Valley Drive
MIKE DIEHL, Division Manager

CITY OF COMMERCE, CA 90040
213 725-3700
P.O. Box (22248) LA, CA 90022
GENE NOBLES, Division Manager

CARSON, CA 90745
213 537-0030
2751 E. Dominguez Street
P.O. Box 940, Long Beach, CA 90801
FRANK ANDRUSS, Division Manager

PHOENIX, AZ 85043
602 252-5831
610 S. 55th Avenue
KIP KINDREGAN, Division Manager

SAN BERNARDINO, CA 92410
714 889-0851
787 Mill Street
P.O. Box 312 (92402)
JIM SPILKER, Division Manager

NATIONAL CITY, CA 92050
619 263-8171
131 W. 33rd Street
P.O. Box 85110, San Diego, CA 92138
BILL GREEN, Division Manager

TUCSON, AZ 85719
602 622-8808
610 South Park Avenue
P.O. Box 26508, AZ 85726
TED PATTERSON, Division Manager

BRANCHES:

FAIRBANKS, AK 99701
907 452-1697
3318 International Way
P.O. Box 60357 (99701)
STEVE LINDEMAN, Branch Manager

MEDFORD, OR 97504
503 772-2610
1083 Knutson Avenue
RANNY SMITH, Branch Manager

IDAHO FALLS, ID 83402
208 522-3924
1395 Enterprise
P.O. Box 370 (83402)
JERRY PARMER, Branch Manager

Universal Paper Corporation (D†)
APPLETON, WI 54914-5001
414 731-4171
1800 W. Rogers Avenue
(Mailing address: P.O. Box 537)
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CHARLES F. CONNELLY, Vice President Finance/Administration
JOHN E. LOSEY, Controller
DAVID M. SELL, Vice President Marketing
MARCIA L. MITTLESTADT, Marketing Manager, Industrial Products
PETER T. CAREY, Branch Manager-Appleton
D.W. MOODY, Sales Manager, Industrial Products
R.W. RECKER, Sales Manager, Printing Papers

NEW BERLIN, WI 53151 (D†)
414 782-2100
2350 S. 170th Street
L.F. LEFEBVRE, Branch Manager
RICHARD W. KUETHER, Sales Manager, Industrial Products
JOSEPH M. DUTELLE, Vice President/General Manager Universal Packaging Systems

MADISON, WI 53716 (D†)
608 222-9151
2517 South Seiferth Road
RICHARD J. HANKINS, Vice President-Madison
JAMES R. STAECK, Sales Manager, Industrial Products
RICHARD M. PITMAN, Sales Manager, Printing Papers

LA CROSSE, WI 54601 (D†)
608 781-8200
2105 Palace Street
NED W. SPANAGEL, Operations Manager
ALAN C. NORMAN, Sales Manager, Printing Papers

Paper Development Corp. Converting Div.
(see Morrisette Paper Company)

Paper Distributors, Inc. (D†)
2221 Sycamore Street
P.O. Box 1539
HARRISBURG, PA 17105
717 234-4957
VANCE L. SCOUT, President
DOUGLAS E. SCOUT, Vice President

Paper Enterprises, Inc. (I†)
850 E. 140th Street
BRONX, NY 10454
212 292-1222
HERBERT L. SEDLER, President
JAMES A. TILZER, Vice President, Maplewood Division
PAMELA CAPASSO, Assistant to President
JORDAN SEDLER, Secretary-General Manager
CHARLES S. MAZZOCCHI, Controller
LUCY CONCEPCION, Sales Service Manager
RICHARD J. GREENE, Vice President Sales
ROBERT WALKER, Purchasing Manager

Paper Factory, Inc., The (D†)
445 Veit Road
HUNTINGDON VALLEY, PA 19006
215 364-8000
Mailing Address: P.O. Box 498, Southampton, PA 18966
JON "S" SLUTZKY, President
MICHAEL J. DOHERTY, Vice President-Operations
GENE COHEN, Vice President-Marketing
ABE GARFINKEL, Vice President-Finance
HOWARD SHERMAN, Sales Manager
SHIRLEY ARNOW, Controller
MERLE DUBROW, Executive Secretary
EDNA ERHARD, Customer Service

Paper Group, Inc., The (P†)
2904 W. 36th Place
CHICAGO, IL 60632
312 376-8341
JOHN J. DWYER, President
JOSEPH S. PESOLE, Executive Vice President
JOSEPH J. WROBEL, Treasurer-Controller-Plant Manager
WILLIAM H. CROTTY, Sales
DONALD F. KULLA, Sales
MARVIN E. NELSON, Sales
WILLIAM E. JOHNS, Sales
JOSEPH F. PLETKA, Sales
RICHARD F. DOYLE, Sales
DANIEL HOWARD, Sales
WALTER PARGULSKI, Sales
NORM GLICKMAN, Sales
MIKE CRYLEN, Sales
TIMOTHY PESOLE, Sales
BILL BATKOFF, Sales
JOHN OWENS, Sales
BILL REPPEN, Sales

Paper House, The
38 Bowden Street
ALEXANDRIA, NSW 2015
Correspondence
P.O. Box 100
Alexandria NSW 2015
Australia
Telephone 612 698-0123
Telex AA20679
Fax No. 612 698 0154
ROBERT D. FERRIS, Product Development Manager

Paper House, Inc., The, Div. of Royal Paper Corporation
(see WWF Paper Corp.)

Paper Mart
5858 Corvette Street
LOS ANGELES, CA 90040
213 726-8200
MARIANNA S. FRICK, President
KENNETH P. FRICK, Vice President

Paper Materials Co. (I†)
905 Montague Expressway
MILPITAS, CA 95035
408 262-8001
ROBERT (BOB) LEEKLEY, Chairman & President
A.J. PATEL, Secretary
B. LEE LEEKLEY, Treasurer

Paper Merchants
(see Carter Rice)

Paper Mills Agency, Inc. (P)
1213 First Avenue South
SEATTLE, WA 98134
206 622-6156
JOHN F. BRADLEY
JERRY A. NETH

Paper Outlet, The
(see Paterson Card & Paper Co.)

Paper & Plastics, Inc. (I†)
940 Maulhardt Avenue
OXNARD, CA 93030
805 485-7934
PERRY PAULSON, President
OLIVIA PAULSON, Vice President
JACK NOBLE, Office Manager
STEVE PAULSON, Financial Officer

Paper Products Co. (D†)
1310 Farmville Road
P.O. Box 22248, Highland Sta.
MEMPHIS, TN 38122
901 323-7615
SIDNEY L. KAHN, JR., President
A. H. KATZ, JR., Vice President
RICHARD J. EISEMAN, Secretary-Treasurer
ERICK PETTERSON, Purchasing Agent

BRANCH:

Mississippi Paper Co. (†)
TUPELO, MS 38801
601 842-8184
Enterprise Drive
WALTER S. SCOTT, JR., Operations Manager

Paper Products Co., Inc. (I†)
P.O. Box 7066
MOBILE, AL 36601
205 473-4431
W. V. McRANEY, SR., President
W. V. McRANEY, JR., Vice President
P. H. POTTER, General Manager
A. B. BYRD, Sales Manager

Paper Products Co., Inc. (I†)
36 Terminal Way
PITTSBURGH, PA 15219
412 481-6200
DAN R. LACKNER, President
J. JOSEPH LACKNER, Treasurer, Secretary & General Manager

P

DOUGLAS F. TOWNSHEND, Vice President, Sales
PAUL F. LACKNER, Assistant Sales Manager
SALLY KIRZYC, Controller

Paper Quick
(see Paterson Card & Paper Co.)

Paper Sales Inc. (I)
151 N. Rock Island
WICHITA, KS 67202
316 267-0788
FRANK D. HAMRICK, President
MARLYN A. HAMRICK, Vice President

Paper Service Company, Inc. (I†)
1419 North Front Street
P.O. Box 970
MANKATO, MN 56001
507 387-7931
N. BRUCE WHITE, President
JOHN L. TEESLINK, General Manager

Paper Shack, The
(see Clarke Paper Company)

Paper Shack & Container Store Inc., The
P.O. Box 5632
BOSSIER CITY, LA 71171
318 746-4108
LIONEL W. ELTIS, President
ERNESTINE SCHRAM, Vice President & General Manager
SHIRLEY M. ELTIS, Vice President

Paper Shoppe, The
(see Barbecon, Inc., National Retail Division)

Paper Specialty Division
(see Central Wisconsin Paper Co., Inc.)

Paper Supply Co.
(see Fulton Paper Company, Inc., Atlanta, GA)

Paper Supply Company, The (D†)
2915 Southwest Boulevard
KANSAS CITY, MO 64108
816 753-5757
DONALD TRANIN, Partner
BEN TRILLIN, Partner
KEITH MORANTZ, Administrator

Paper Tech, Inc. (P†)
4230 L.B.J. Freeway
P.O. Box 815067
DALLAS TX 75381
214 458-9811
SYD WAGHORNE, Chairman of the Board
JOHN WAGHORNE, President
JIM MATHEWS, Comptroller
WAYNE CHAPPELL, Manager, Customer Service

Papeterie Barber-Ellis,
(see Div. of Barber-Ellis Fine Papers)

Papeterie de France
(see Aussedat Rey)

Les Papiers Graphiques
(see Rolland Inc.)

Papier - Treuhandgesellschaft M.B.H.
1061 Wien
Gumpendorfer strasse 6
VIENNA, AUSTRIA
(0222) 57 96 86
DR. ROLAND SANDNER, Director

Papirgrossistenes Landsforening
Drammensveien 30
OSLO 2 NORWAY
(02) - 56 73 90
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MICHEL ANDVORD, Vice-chairman, Rich Andvord A/S
TROND SVENSEN, Carl E. Petersen & Son A/S
SVERRE FJELD HALVORSEN, Halvorsen & Larsen A/S
TOM THYHOLDT, Brodrene Thyholdt Engros A/S
HELGE AARSETH, Secretariat

Pappersgruppen AB (D†)
P.O. Box 1004
S-43126 MOLNDAL, SWEDEN
BERNHARD GUSTAFSSON, Chairman
FRANS JOHANSSON, President

Paragon Packaging Products, Inc. (I†)
625 Beaver Road
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GIRARD, PA 16417
814 774-9621
DANIEL E. WINGERTER, President & Treasurer
AGNES LENDA, Purchasing Agent
KENNETH E. GRIFFIN, Marketing Manager
BARBARA K. WINGERTER, Vice-President & Secretary

Paragon Paper Corporation, The (D†)
657-673 Evans Street
CINCINNATI, OH 45204-1999
513 921-2345
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F. Y. WITTROCK, Vice President
ROBERT F. WEBER, Secretary
CHARLES J. WITTROCK, III, Comptroller
NORMA BONEKAMP, Assistant Treasurer
STUART C. WITTROCK, Vice President, Marketing

Parker Paper Products, Inc. (I†)
705 Kenilworth Avenue
CHERRY HILL, NJ 08002
609 665-0497
RICHARD L. PARKER, President
DORIS W. PARKER, Vice President
SANDRA P. FARRELL, Secretary, Treasurer

Parker Wholesale Paper, Inc. (D†)
513 E. Cypress
P.O. Box 751
BASTROP, LA 71220
318 281-4293
CHARLES E. (BUD) PARKER, Owner-President

Parsons, Frank, Paper Company, Inc. (P†)
2270 Beaver Road
LANDOVER, MARYLAND 20785
301 386-4700
THOMAS T. CHAMBERS, Chairman of Board, C.E.O.
DOUGLAS T. PARSONS, President
DONALD F. MALANEY, Executive Vice President, Government Sales
ARTHUR M. KELEHER, Executive Vice President & Sales Manager
PAUL L. STUTTS, Secretary, Treasurer
H. PAUL FEERAR, Vice President
GEORGE L. TRAINOR, Vice President
PETER A. WATHEN, Vice President

AFFILIATE:

White-Rose Paper Company, Inc. (P†)
BALTIMORE, MD 21227
301 247-1900
4665 Hollins Ferry Road

THEODORE A. IMBACH, President
RICHARD A. SNYDER, Vice President
PETER SEOANE, Vice President, Sales & Secretary
RODNEY W. SHELTON, Vice President
HAL C. WHITAKER, Vice President

Passaic-Bergen Paper Company (I†)
33 California Avenue
PATERSON, NJ 07503
201 523-1100
ROBERT E. DUNN, President
ROSE M. DUNN, Vice President
CHERYL A. BERES, Secretary
RONALD B. DUNN, Treasurer

PATCO Inc. (I†)
1400 N. Dayton Street
CHICAGO, IL 60622
312 664-4641
PAULINE A. ACHTERFELD, President
JOSEPH D. ACHTERFELD, Treasurer
JAMES D. ACHTERFELD, Secretary

Paterson Card & Paper Company (P†)
730 Madison Avenue
P.O. Box 2286
PATERSON, NJ 07509
201 278-2410
ALAN S. PRELL, President
MIKE PRELL, Vice President
JOHN CAFFASO, General Manager

SUBSIDIARIES:

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DELRAY BEACH, FL 33445
305 276-4334
1155 South Congress Avenue
BEN EBENSTIEN

Paper Quick (†)
PENNSAUKEN, NJ 08110
609 663-8424
9120 B Pennsauken Highway
FRANK COAR

Pelican Paper Co., Inc. (I†)
410 Josephine
P.O. Box 30069
NEW ORLEANS, LA 70130
504 522-8886
MOISE SCHORNSTEIN, President
DONALD K. PEYTON, Vice President
CHARLES BENNETT, Secretary
SAM GAINSBURGH, Treasurer
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Peninsular Paper Co. (I†)
5101 East Hanna Avenue (33610)
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813 621-3091
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R. S. (DICK) CLARKE, Vice President
RICHARD CLARKE, JR., Secretary
KAREN CLARKE, Treasurer

P

Peninsula Paper Company (I)
1991 Hartog Drive
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408 294-7470
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DALE F. BARTOLETTI, Vice President
PRIMO DON INCERTY, Vice President
F. WARREN WAYLAND, Treasurer

Penn Jersey Paper Co.
2801 Red Lion Road
PHILADELPHIA, PA 19154
215 671-9800
THOMAS R. FURIA, SR., President
THOMAS R. FURIA, JR., General Manager
ALBERT RENZI, Vice President
JAMES SCHAPPERLE, Sales Manager
LEONARD MULDOON, Sales Manager
BUD STEINBRONN, Sales Manager
F. DENNIS CILETTI, Treasurer

Penn State Paper & Box Co., Inc. (I†)
323 Sumner Avenue
P.O. Box 1906
ALLENTOWN, PA 18105
215 433-7468
STANLEY MORGANSTEIN, President
ALFRED J. BECK, Secretary-Treasurer

Penn Valley Chemical Company (I)
Penn Street & Krieble Avenue
LANSDALE, PA 19446
215 855-1878
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JAMES J. HANRATTY, Vice President

Perkins-Goodwin Co., Inc. (D)
1 Rockefeller Plaza
NEW YORK, NY 10020
212 246-8500
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A.J. CANCELLIERI, Vice President Finance & Administration
R.C. VINSON, Secretary
C.W. ANDERSON, Eastern Sales Manager
H.E. BERGQUIST, Western Sales Manager

BRANCH:

NORTHFIELD, IL 60093
312 446-4360
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Trojan 2197
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JOHANNESBURG 2000, SOUTH AFRICA
(011) 683-6915
Telex: 4-85605 & 4-85872
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G.E. BORTOLAN, Managing Director
P. SCHUTTE, Regional Director Transvaal
R. ANQUETIL, Regional Director Natal
A.G. CRAMPTON, Financial Director
D.P. SIMPSON, Regional Director Cape
L.P. MENDOZA, Director

Peterson Paper Company (D†)
301 E. Second Street
DAVENPORT, IA 52801
319 323-9946
R. W. PETERSON, President
RUDOLPH DALL, Vice President
PETER A. PETERSON, Secretary
T. P. HOLLOWELL, MRS., Treasurer

Philand Industries, Inc.
88 Samson Road
Muntinlupa, Metro Manila
MANILA, PHILIPPINES 3124
(P.O. Box 3343, Manila, Philippines 2801)
ROBERT C. HWANG, President

Piedmont National Corporation (I†)
1561 Southland Circle, N.W.
ATLANTA, GA 30318
404-351-6130
(Mailing Address: P.O. Box 20118, Atlanta, GA 30325)
HUGH MARX, Chairman of the Board
ALBERT MARX, President
GEORGE ROBBINS, Executive Vice President, Sales
JACK DeLEON, Vice President, Purchasing
DON COLTER, Administration Vice President

Pilcher, Robert, Paper Company A Division of Kankakee Industrial Supply Company, Inc. (I†)
1403 North Herkimer Street
P.O. Box 428
JOLIET, IL 60432
815 726-4328
BRUCE FLEISHER, President
PATRICK HEENAN, Vice President
ROBERT FLEISHER, Vice President
PAULINE FLEISHER, Secretary

Pioneer Paper and Plastics, Inc. (I†)
5201 Kings Road
JACKSONVILLE, FL 32205
904 354-5501
EDWARD J. FARHAT, Chairman of the Board
FREDDY E. FARAH, President
JOHN G. FARHAT, Vice President
OMAR J. FARAH, Director of Purchasing

Pioneer Stimpson, Inc. (I†)
(Subsidiary of Eastern Container Corporation)
35 Lambert Lind Highway
WARWICK, RI 02886
401 732-3523
ROBERT L. HIRSCHHORN, President
ARTHUR KORETSKY, Vice President & General Manager

Plastic Packaging Services
(see Inter City Papers Limited)

Plymouth Paper Company, Inc. (P†)
242 Suffolk Street
HOLYOKE, MA 01040
413 536-2810
JOSEPH W. SHAW, Vice President
JOHN W. DIETEL, Vice President
ARMAND C. HACHEY, Vice President, Customer Service
M.S. NORRIS, Secretary/Treasurer
EDNA L. SCHROEDER, Office Manager

Pollock Paper Distributors (I†)
2310 Cockrell Avenue (75215)
P.O. Box 660005
DALLAS, TX 75266-0005
214 428-7441
LAWRENCE S. POLLOCK, JR., President
ROBERT L. ENNIS, Executive Vice President & General Manager
LOUIS R. COHEN, Corporate Merchandising Manager
BRYCE PEYTON, Manager, Personnel Development
WESLEY VERNON, Controller

BRANCHES:

AUSTIN, TX 78703 (†)
512 476-7251
302 Bowie Street
(Austin Chemical Company Division)
WILLIAM TOLIVER, Manager

DALLAS, TX 75215 (†)
214 428-7441
2229 Cockrell Avenue
(Mailing Address: P.O. Box 660005, Dallas, TX 75266-0005)
STEVE TAYLOR, Manager
THOMAS SAUR, Sales Manager
CHARLES MORTON, Operations Manager

FORT WORTH, TX 75050 (†)
214 647-4182
1414 W. No. Carrier Pkwy. Grand Prairie, TX
(Mailing Address: P.O. Box 248-Ft. Worth, TX 76010-0248)
LAWRENCE S. POLLOCK, III, Manager
DAVID NORTH, Sales Manager

GRAND PRAIRIE, TX 75050 (†)
214 988-1988
1430 West North Carrier Parkway
(Support Group)
LAWRENCE POLLOCK, III, Manager

HOUSTON, TX 77018 (†)
713 861-4571
3502 Yale Street
(Mailing Address: P.O. Box 2522, Houston, TX 77252-2522)
SANFORD JACOBS, Manager
DAVID TRAPP, Sales Manager

LUBBOCK, TX 79408 (†)
806 765-8589
303 Avenue M
KENNETH PAYNE
LARRY WILLIAMS

SAN ANTONIO, TX 78204 (†)
512 226-5181
118 Peden Street
JOE F. EVANS, Manager
TIM VAN DELDIN, Sales Manager
RICHARD BERK, Operations Manager

WICHITA FALLS, TX 76307-5007 (†)
817 766-4801
P.O. Box 5007
(Paper Service Company Division)
ROGER ARNOLD, Manager

SUBSIDIARIES:

Pollock Corrugated Containers (†)
GRAND PRAIRIE, TX 75050
214 988-1988
1430 West North Carrier Parkway
THOMAS N. YOUNGBERG, General Manager

Texas Paper Company (†)
DALLAS, TX 75207-0627
214 748-8731
123 Oak Lawn Avenue
P.O. Box 10627
STEPHEN HOLLERN, General Manager

Polyplast Group Inc. (A division of Polymer United/United Brands (I)
9210 NW 12th Street
MIAMI, FL 33172
305 592-8009
ROBERT K. RULAND, General Manager
LUIS ALLEN, Operations Manager
GILBERT WORTHINGTON, Marketing Manager
BENJAMIN ORTEGA, Marketing Manager
LARRY NONES, Controller

Porters Supply Company (I)
208 South Pulaski Street
BALTIMORE, MD 21223
301 566-5800
NORMAN GILDEN, President
MILES GILDEN, Vice President
BILL WHITE, Sales Manager
CHARLOTTE GILDEN, Treasurer

Portsmouth Paper Co. (I†)
4 Cutts Street
PORTSMOUTH, NH 03801
603 436-1910
BERNARD GOODMAN, President
SHELDON KRASKER, Treasurer
SHELDON L. GOODMAN, Vice President

Q-R

Prescotech, A Company of Gerlach Industries, Inc. (I†)

1001 West Oak Street
LOUISVILLE, KY 40210
502 585-5866
(Mailing Address: P.O. Box 10068 Station D)
LARRY P. GUIGNON, President
MATTHEW T. SCHOEN, Controller

DIVISIONS:

ERIE, PA 16503 (I†)
814 456-5351
859 East 8th Street
WARREN SAWICKI, Division General Manager
BERNARD E. CAYLOR, Plant Superintendent
JOSEPH J. CHERMACK, Purchasing Agent
JOHN MACKS, Sales Manager

LOUISVILLE, KY 40210 (I†)
502 585-5866
1001 West Oak Street
LARRY CUIGNON, President, Division General Manager
CLAUDE POTTER, Operations Manager
EDWARD D. HENNEL, Sales Manager

BUFFALO, NY 14210 (I†)
716 856-2422
80 Metcalfe Street
WARREN SAWICKI, Division General Manager
JOHN MACKS, Sales Manager

EVANSVILLE, IN 47717 (I†)
812 424-3392
2000 N. New York Avenue
RICHARD B. BISCHOFF, Division General Manager
ERNEST HARRELSON, Assistant General Manager
DARYL KEITH, Purchasing Agent
CHARLES GUSTAFSON, Plant Superintendent

FORT SMITH, AR 72901 (I†)
501 646-2973
3233 South Zero Street
RICHARD D. FRANSEN, Division General Manager
CHARLES CHAPMAN, Assistant General Manager
MICHAEL SCHROEDER, Plant Manager

AKRON, OH 44306 (I†)
216 724-5574
1779 Marvo Dr.
WARREN SAWICKI, Division General Manager
JOHN MACKS, Sales Manager

ROCHESTER, NY 14602 (†)
716 232-5960
70 Cascade Drive

Presto Paper Co., Inc. (I†)

140 West 22nd Street
NEW YORK, NY 10011
212 243-3350
THOMAS M. ROSENTHAL, President
BRIGITTE ROSENTHAL, Vice President

Price-Wilson

(see Inter City Papers)

Pritty Pak

(see Bunzl Corporation)

Proctor Paper Company (D†)

60 Dix Street
LOWELL, MA 01852-4097
617 452-6549
RICHARD PROCTOR, President
C. ROBERT PROCTOR, Vice President
RICHARD PROCTOR, Treasurer

Providence Paper Company

(see The Chatfield Paper Co., North Haven, CT)

Pyramid Paper Co. (D†)

6510 N. 54th Street
TAMPA, FL 33610
813 621-6446
JOHN O. MILLER, President
KAY V. MILLER, Vice President
CECIL SMITH, Sales Manager

Quaker City Paper & Chemical Co. (I†)

300 North Sherman Street
P.O. Box 1986
YORK, PA 17405
717 843-9061
PAUL E. NEWCOMER, President
ALEXANDER (ALEX) MONTEITH, Executive Vice President
JOSEPH P. (JOE) STAUFFER, Vice President, Paper Division-Sales
WILLIAM HANSON, Purchasing Agent

Quaife, Alfred & Co., Ltd.

Ennerdale House
273 Abbeydale Road
Wembley
MIDDLESEX HA0 1PZ
01-998-7725
Telex: 269780
DIRECTORS
GEORGE S. CHRISTIE, Chairman
DAVID A. FORDHAM, International Managing Director
MICHAEL SCOTT, International Managing Director
DAVID COATH, International Managing Director
MICHAEL WINDETT, International Managing Director

BRANCHES:

Bedford
BEDFORD
3 Lurke Street

Chatham
CHATHAM, KENT
Ennerdale House
4 Revenge Road
Lordswood Industrial Estate

Luton
LUTON, BEDFORDSHIRE
Ennerdale House
3 Finway
Dallow Road

Milton Keynes
MOUNT FARM, MILTON KEYNES MK1 1BZ
Unit 1
Grove Ash
Dawson Road

Wooburn Green
WOOBURN GREEN, BUCKINGHAMSHIRE
Ennerdale House
9 Wooburn Industrial Park

Waltham Abbey
WALTHAM ABBEY, ESSEX
Unit 15
Lea Park Industrial Estate

Wembley
WEMBLEY MIDDLESEX HA0 1PZ
268 Abbeydale Road

Queensboro Paper Corp. (P)

95-26 Sutphin Blvd.
JAMAICA, NY 11435
718 739-7215
516 352-8050
WILLIAM C. CARRIER, President
STEVEN W. CARRIER, Vice President
JACK GELLMAN, Vice President

Quimby-Walstrum Paper Co. (D†)

2944 Walkent Drive, N.W.
GRAND RAPIDS, MI 49504
616 784-4700
JON RICHARDSON, President
R.E. MILLER, Chairman
ROBERT R. BOWER, Executive Vice President, Marketing
DONALD BUTLER, Treasurer
ROBER J. VOS, Sales Promotion Manager
RICHARD TIETEMA, Sales Service Manager

R & D Paper Co., Division of Ace Surgical Supply Co., Inc. (I†)

Brooklyn Navy Yard
Building No. 5
BROOKLYN, NY 11205
718 852-4676
DAVID GUTTMAN, President
SHAYE TAUB, Warehouse Manager
LALA KOSCHITZKI, Operations Manager

RMA/Kolko Corporation (I†)

20 Jet View Drive
P.O. Box Q
ROCHESTER, NY 14623
716 328-9500
J. HERBERT OGDEN, JR., Chairman of the Board & Chief Executive Officer
CHARLES H. SCHWARTZ, Vice Chairman
JACK PEARSON, Vice President-Commercial Sales
MONJIT SHUKLA, Secretary-Treasurer
JAMES W. STENGER, Vice President, Finance & Operations & Administration
SAMUEL KOLKO, President
MORDECAI KOLKO, Vice President Purchasing
MIKE KOLKO, Vice President National Account Sales

Randolph Paper Company (I†)

2141 S. Throop Street
CHICAGO, IL 60608
312 738-1700
SYDNEY M. FEINBERG, President & Treasurer
CRAIG A. LOTSOFF, Executive Vice President
GERALD W. SMITH, Executive Vice President
GERALD BARECK, Executive Vice President
DAVID MAROSE, Executive Vice President
RUSSELL RABJOHNS, Executive Vice President
LARRY ZEID, Secretary

Raul Bollo Gomez

(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Rap-Id Paper and Restaurant Supply Ltd.

(see Balpex Inc.)

Redstone Paper Company

(see Affiliated Paper Companies)

Reed Paper Co., Inc. (I†)

Lewiston Industrial Park
Saratoga Street
P.O. Box 1704
LEWISTON, ME 04240
207 784-1591
MICHAEL C. REED, President
JOHN CAMPBELL, Vice President-General Manager
MICHAEL DURGIN, Sales Manager

BRANCHES:

Reed Paper Co., Inc. (Brown & White Div)
BANGOR, ME 04401
207 945-9636
24 Larkin Street

R

Reed Paper Co., Inc.
(Warehouse Outlet)
AUBURN, ME 04210
207 786-3628
386 Minot Avenue

Reed Paper Co., Inc.
(Warehouse Outlet)
LEWISTON, MAINE 04240
Marketplace Mall
Main Street

Regal Envelope, Div. of Royal Paper Corporation
(see WWF Paper Corp.)

Reid Paper Co., Div. of Steindler Paper Co.
(see CDA Distributors

Reliable Paper Company (D†)
1435 N. 113 Street
P.O. Box 13397
MILWAUKEE, WI 53213-0397
414 258-1200
PHILIP K. HARVEY, President
DAVID E. GEISE, Executive Vice President
JAMES G. PHILLIPS, Vice President, Marketing
TERRENCE B. GILBOY, Vice President
ANTHONY N. HEINZ, Treasurer
STEPHEN M. FISHER, Secretary
BARRY T. HENTZ, Vice President, Sales

BRANCH:

APPLETON, WI 54911 (D)
414 731-0311
2300 American Drive

SUBSIDIARY:

Combined Packaging Inc.
APPLETON, WI 54911
414 731-8551
2300 American Drive
CHARLES R. MILLER, President

Renard Paper Company, Inc. (I†)
4465 Manchester Avenue
ST. LOUIS, MO 63110
314 371-4422
HENRI E. RENARD, Chairman & General Manager
D.M. RENARD, Vice President
DAVID A. RENARD, Secretary & President
MARGARET R. DROEGE, Assistant Secretary, Vice President
PAUL H. RENARD, Vice President
JOHN M. RENARD, Vice President

Representaciones Maar, S.DE R.L.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Representaciones San Luis, S.A.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

Representantes De Fabricas, S.A.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

The Reuben Schneider Co. (I)
1926 W. North Lane
PHOENIX, AZ 85021
602 242-5929
REUBEN SCHNEIDER, President
JOSEPH J. SCHNEIDER, Vice President
GLORIA SCHNEIDER, Secretary/Treasurer

Papeteries J. Rezard
(see Aussedat Rey)

Richards & Simmons, Inc.
(see Jordan Paper Products, Inc.)

G.A. Rinn Paper Co.
(see Killhour Commercial Paper Co.)

Ris Paper Company, Inc., (Parent) (P†)
1225 Franklin Avenue, Suite 415
GARDEN CITY, NY 11530
516 742-2424
HOWARD C. RIS, Chairman Emeritus
BENJAMIN W. KRIEGER, President & Chief Operating Officer
WILLIAM G. GROB, Vice Chairman
THOMAS WALDEN, III, Chairman, Chief Financial Officer
RAYMOND G. McGINNESS, Treasurer
PETER W. STROPLE, Vice President-Finance, Secretary
FRED J. LOMBINO, Vice President-Operations
ROBERT REARDON, EDP Manager
SUE COOK, Director of Human Resources

DIVISIONS:

Ris Paper Company—New York, Inc. (P†)
LONG ISLAND CITY, NY 11101
718 392-8100
45-11 33rd Street
HOWARD C. RIS, President
KENT L. CARSON, Chairman of the Board
ISABEL DELIBERTI, Treasurer
ROBERT S. PORGES, Vice President of Sales
GERARD A. SODANO, Vice President of Sales
JAMES S. LEE, Vice President of Sales
G. BRUCE FLETCHER, Vice President of Sales
PIERCE F. EVANS, Vice President of Sales
RALPH S. HEILMAN, Vice President Book Publishing
PAUL BAIM, Operations Manager
AGNES B. KEHRER, Manager Book Publishing
MELVIN LESTER, Credit Manager

Ris Paper Company, Inc.—Washington (D†)
CAPITOL HEIGHTS, MD 20743
301 336-8833
9101 East Hampton Drive
P.O. Box 8564
HOWARD C. RIS, Chairman
LLOYD O. HOFFMAN, JR., President
R.K. PETERSON, Vice President, Government Sales
FRANK P. WILLIAMS, III, Treasurer
BILL WILSON, Director of Purchasing
MIKE ROYCE, EDP Manager
BILL CLARK, Sales Manager
RON QUATTRIN, Credit Manager

BRANCHES:

BALTIMORE, MD 21230 (†)
301 539-1270
1220 Key Highway
WILLIAM M. PIGG, Branch Manager

RICHMOND, VA 23232 (†)
804 222-7660
4222 Sarellen Road
ADIE TEMPLETON, Branch Manager

DIVISION:

Ris Paper Company, Inc.—New England (P†)
WOODBURN, MA 01801
617 938-1800
499 Wildwood Street
HOWARD C. RIS, Chairman
RICHARD C. ROGERS, President
RAYMOND G. McGINNESS, Vice President & Treasurer
DONALD STOCKWELL, Vice President & Branch Manager
RICHARD KEEVERS, Vice President
GORDON RAYMOND, Manager-Operations
KIM CROCKER, Credit Manager
ROBERT REARDON, EDP Manager

BRANCHES:

CONCORD, NH 03301 (†)
603 225-5545
6 Park Street
P.O. Box 492
WILLIAM E. STEELE, Manager

PROVIDENCE, RI 02904 (†)
401 467-9450
350 Allens Avenue
GORDON H. ROBERTSON, Manager

ROCKY HILL, CT 06067 (†)
203 563-8211
1000 Elm Street
RICHARD M. KEEVERS, Manager
DANIEL T. KEEFE, Sales Manager, Southern CT

ALBANY, NY 12206 (†)
518 465-1425
311 Washington Avenue
JOHN PATTENAUDE, Manager

WEST HAVEN, CT 06516 (†)
203 937-1234
240 Frontage Road
(mailing address: P.O. Box 9251-New Haven, 06533-0251)
RICHARD M. KEEVERS, Manager
TOM SCANLON, Operations Manager

DIVISION:

Ris Paper Company, Inc. (D†)
PENNSAUKEN, NJ 08110
609 488-0800
1705 Suckle Highway
JOSEPH C. GIORDANO, President
GEORGE MICK, Treasurer
JOSEPH McLAUGHLIN, Credit Manager
LOUIS DEYENNO, Sales Manager

BRANCH:

ALLENTOWN, PA 18103 (†)
215 434-4411
444 East Cedar Street
MICHAEL HNAT, Vice President & General Manager

DIVISIONS:

Walker Goulard Plehn Co., Inc. (D)
GARDEN CITY, NY 11530
516 683-3390
1225 Franklin Avenue, Suite 415
CHRISTIAN C. O'CONNOR, President

Garden City Paper International
PENNSAUKEN, NJ 08110
609 488-0800
1705 Suckle Highway
WILLIAM G. GROB, President
TOM TANGURY, General Manager
JOE O'NEILL, Operations Manager

SUBSIDIARY:

Diem & Wing Paper Company, The (D†)
CINCINNATI, OH 45202
513 721-2163
824 Broadway
JACK B. SCHNEIDER, President & Chief Executive Officer
THOMAS J. MALONEY, Vice President Branch Manager

DIVISIONS:

COLUMBUS, OH 43216 (†)
614 274-1155
2365 Scioto Harper Drive
ERWIN L. MICHEL, JR., Vice President-Manager

DAYTON, OH 45404 (†)
513 222-7829
1200 Leo Street
JAMES M. TROXELL, Vice President-Manager

Lesh, C. P., Paper Company (P†)
INDIANAPOLIS, IN 46206
317 635-5506
1302 Stadium Drive
P.O. Box 363
DONALD R. CHAMNESS, Vice President

S

SOUTH BEND, IN 46619 (†)
219 287-1541
1402 South Olive Street
P.O. Box 3009
PHILLIP SINCLAIR, Vice President-Manager

Rite-Away Paper Points, Inc. (D)
5432 West 111th Street
OAK LAWN, IL 60453
312 422-6534
JAMES C. MANGAN, President & Sales Manager
ROBERTA A. MANGAN, Vice President & Treasurer

River House Distributors Division of Arena Development of Fulton Inc.
RD # 1 West River Road North
FULTON, NY 13069
315 593-6296
RAFFAELA A. ARENA, President

Roach Paper Company, Little Rock, AR and Memphis, TN
(see Distribix, Inc.)

Robert Paper Co., Inc. (D)
300 Park Avenue South
NEW YORK, NY 10010
212 673-7100
ROBERT M. ROBERT, Chairman of the Board
ALVA C. ROBERT, Vice President
R. MICHAEL ROBERT, President
R. MILES ROBERT, Vice President

BRANCH:

Aquatex Paper Corp. (D)
NEW YORK, NY 10010
212 673-7100
300 Park Avenue South
ROBERT M. ROBERT, Chairman of the Board
R. MICHAEL ROBERT, President

Roberts Paper Company (I†)
100 S. Lincoln Street
P.O. Box 1029
AMARILLO, TX 79105
806 376-9814
RICHARD ROBERTS, Chairman of the Board
RICHARD E. ROBERTS, President
BARBARA MILLER, Vice President-General Manager
JOY LACY, Secretary Treasurer

Roberts Paper Company (D†)
Industrial Circle
LINCOLN, RI 02865
401 724-1000
S. DAVID ROBERTS, President
HAROLD S. ROBERTS, Executive Vice President
IRVING H. LEVINE, Secretary-Treasurer
ALBERT M. SURDUT, General Manager

Robinson, C.H., Paper Co. (Div. of Rolland) (D†)
160 Fox Street
PORTLAND, ME 04101
207 773-2973
JOHN M. ROBINSON, President
HOWARD F. DETMER, Senior Vice President
DAVID H. DRAKE, Vice President
KEITH MALONE, Controller

DIVISION:

WOBURN, MA 01801 (P†)
617 935-7550
39 Commerce Way
THOMAS J. McQUILLAN, Vice President, General Manager
A. RICHARD CASEY, Sales Manager

Robitaille, Rene Inc.
(see Balpex Inc.)

Rochester Paper Company, Inc. (I†)
1320 Buffalo Road
ROCHESTER, NY 14624
716 328-8000
NORBERT RATAJCZYK, President

Rochester Paper Co., Inc.
(see Chudy Paper Co., Inc.)

Rockford Wholesale Paper Company, Incorporated (I)
611-613 Chestnut
P.O. Box 137
ROCKFORD, IL 61105
815 964-6729
MARK A. SULLIVAN, President
GLORIA C. SULLIVAN, Vice President
ERVIN J. KATZ, Sales Manager
WAYNE W. LONG, Purchasing Agent

Rohner Distributors, Inc.
(see CDA Distributors)

Rolland Inc. Distribution Division (P†)
Administration and Marketing Services
200 Ronson Drive, Suite 314
REXDALE, ONTARIO
416 249-7021
M9W 5Z9, CANADA
TERRY PITCHFORD, Executive Vice President
RUSS TURNBULL, Vice President Marketing
GARY PEARSON, Marketing Coordinator
NIGEL RAINCOCK, Manager of Diversified Business

DIVISIONS:

Les Papiers Graphiques (P†)
MONTREAL, QUEBEC
514 351-3520
NJ 1L8, CANADA
10,000 RAY LAWSON BLVD.
BENOIT COURCHESNE, General Manager
FRANCOIS THOMAS, Sales Manager
GUIDO AMATO, General Sales Manager

Les Papiers Graphiques (P†)
ST. FOY, QUEBEC
418 658-0116
G1P 3S4, CANADA
2800 Dalton Street
ANDRE CANTIN, Branch Manager

Select Papers
TORONTO, ONTARIO
416 363-4464
M5A 1B5, CANADA
200 Queen's Quay, East
RAY FRANKS, General Manager
DAVE COHOON, Product Sales Manager
BOB BURMAN, Sales Manager-Printing Papers
DAVE TREVELYAN, Sales Manager, Copy Duplicating

Graphic Papers (P†)
SUDBURY, ONTARIO
705 566-4320
P3A 1N3, CANADA
169 Patie Street
GERALD JOLLY, Branch Manager

Graphic Papers (P†)
OTTAWA, ONTARIO
613 744-0985
K1B 3V3, CANADA
1228 Innes Road, Bay 303, 304
ROD VILLENEUVE, Branch Manager
MARIO GAUTHIER, Director of Operations for:
Graphic Papers Ottawa
Graphic Papers Sudbury
Graphic Papers Moncton

Graphic Papers
MONCTON, NEW BRUNSWICK
506 855-2385
E1E 3R8
80 Driscoll Crescent
Moncton Industrial Park
NEVILLE HICKS, Branch Manager

Ropak
(see CDA Distributors)

Ropak of Texas
(see CDA Distributors)

Rotary Paper Manifold Company (P†)
4520 United Parkway
SCHILLER PARK, IL 60176
312 678-9095
R.G. VAN DYCK, President
J.K. CHAPMAN, Vice President/Sales Manager
R.S. BULL, III, Financial Analyst
R.S. BULL, JR., Chairman of the Board
S.T. RYAN, Controller
C. CZERWINSKI, Superintendent

Rourke-Eno Packaging
(see Paper Corporation of America)

Rourke-Eno Paper Co., Inc., The
(see Paper Corporation of America)

Royal Paper Corporation
(see WWF Paper Corporation)

Royal Papers, Inc. (I†)
1218 South Vandeventer
ST. LOUIS, MO 63110
314 533-6215
EDWARD J. ALBERDING, Vice President
DON DE FOSSET, President
NORMAN WALSCH, Senior Vice President
EDWARD J. NASH, Executive Vice President & Sales Manager

Runge Paper Co., Inc. (D†)
3714 N. Runge Avenue
FRANKLIN PARK, IL 60131
312 625-6137
LEONARD E. RUNGE, Chairman of the Board
ROGER E. BENHART, President
HEINZ A. KRUEGER, Treasurer & General Manager

Russell-Field Paper Co., Inc. (D†)
2801 Grant Street
BELLWOOD, IL 60104
312 544-6123
JOHN H. FIELD, President
HOLLIS PORTER, General Manager

BRANCH:

NEWTON SQUARE, PA (Sales Office only) (§)

Russell Hall Company (I)
19 North George Street Box 734
MERIDEN, CT 06450
203 235-6391
PHILIP H. HALL, President
WILLIAM D. HALL, Executive Vice President
PHILIP H. HALL, Treasurer

Salem Paper Co. (Corp.) (I†)
16 Broadway
Box 151
SALEM, MA 01970
617 744-3323
HERBERT ABLOW, President
SAUL ABLOW, MRS., Assistant Treasurer-Clerk of Corporation
JEROME ABLON, General Manager
DREW WILCZEK, Purchasing Agent
PAT MUNROE, Comptroller

San Luis Paper Company (I)
P.O. Box 1859
SAN LUIS OBISPO, CA 93406
803 544-5656
HAROLD LARSON, President & Sales Manager
HILDING LARSON, Vice President
DEBBIE HOFFMAN, Treasurer

Saxon Industries, Inc. (D)
100 Fifth Avenue
NEW YORK, NY 10011
212 206-1000
WILLIAM SCHARFFENBERGER, President
KENNETH E. TEMPLIN, Senior Vice President
CAROLE DONLIN, Vice President-Corporate Communications
FRANK GINOLFI, Controller

Saxon Paper - New York, New England, Florida
(see Paper Corporation of America)

Schilling Paper Company, Inc. (D†)
122 Buchner Place
P.O. Box 369
LaCROSSE, WI 54602
608 784-4517
ALLAN E. SCHILLING, JR., President
JOHN P. SCHILLING, Vice President
DAVE L. FELDE, Purchasing

BRANCHES:

EAU CLAIRE, WI 54701 (D†)
715 834-5335
3110 Louis Avenue

ROCHESTER, MN 55901 (D†)
507 288-8940
1620 N.W. 7th Street
JOHN SCHILLING, Manager

AUSTIN, MN 55912 (D†)
507 433-3447
608 N.E. 10th Street

Schnaible Service & Supply Company, Inc. (I†)
231 Chestnut Street
P.O. Box 1453
LAFAYETTE, IN 47902
317 742-0280
DONALD JAY STEIN, President
THEODORE KLINE, Treasurer
JAMES WARD, General Manager
JAMES BOSLER, Purchasing Agent
GALE SCHNAIBLE, Director of Sales

BRANCHES:

KOKOMO, IN 46901 (†)
317 459-9340
1813 E. Vaile
JOHN DODD, Manager

BLOOMINGTON, IN 47401 (†)
812 332-1131
92B S. Walnut Street
RITA ASHCRAFT, Manager

INDIANAPOLIS, IN 46220 (†)
317 634-6262
65 S. Forest
MIKE DAVIS, Manager

SOUTH BEND, IN 46544 (†)
219 259-4658
1509 Lincolnway, E. Mishawaka, IN 46544
OSCAR NAGLER, Manager

FORT WAYNE, IN 46804 (†)
219 456-8606
302 E. Wallace Street
JERRY JOLEY, Manager

TERRE HAUTE, IN
812 877-3180
# 2 Felling Lane
STEVE RUNYAN, Manager

Schneider, Reuben, Inc. (I†)
1926 W. North Lane
PHOENIX, AZ 85021
602 943-3411
REUBEN SCHNEIDER, President
JOSEPH J. SCHNEIDER, Vice President
GLORIA SCHNEIDER, Secretary/Treasurer

Schofield Paper, Domtar Inc. (P†)
Grandview Industrial Park
P.O. Box 1377
SAINT JOHN, N.B.
506 633-0909
E2L 4H8, CANADA
P.J. LUNDY, General Manager

Schwartz Paper Company, Inc. (D†)
801 So. Tillotson Avenue
P.O. Box 2788
MUNCIE, IN 47302
317 284-7766
MARTIN D. SCHWARTZ, Chairman of the Board
HELEN B. SCHWARTZ, Vice President
RAY S. FERGUSON, President
LOWELL PEQUIGNOT, Executive Vice President
GAIL BAIRD, Sales Director
DEB BURTON, Office Manager

J & C Scott Brothers Ltd.
(see Balpex Inc.)

Seaboard Paper Co.
(see Mead Merchants)

Seaman-Patrick Paper Company (P†)
2000 Howard Street
DETROIT, MI 48216
313 496-3131
W.F. (BILL) STARLING, Chairman of the Board
F.M. (MIKE) STARLING, President
W.J. (JOHN) WICKETT, Senior Vice President, Operations & Marketing
G. (GEORGE) ASHLEY, Vice President Finance
W. (BILL) CARTWRIGHT, Vice President Purchasing
D.M. (DAVE) LaMOTHE, Vice President Operations

Select Papers
(see Rolland Inc.)

Selig Paper Company
(see G.W.M. Industries, Inc.)

Seneca Paper Company
(see Paper Corporation of America)

Service Paper Company (I)
3324 Lind Avenue S.W.
RENTON, WA 98055
206 575-0066
DONALD ANDERSON, President
JOSEPH HOLTON, Vice President
CLAUS J. MEIER, Vice President
LARRY J. HUBACKA, Sales Manager
DAVE GAISER, Marketing Manager

Set Point Paper Co., Inc. (†)
69 Elm Street
FOXBORO, MA 02035
617 543-3800
RICHARD J. MADIGAN, President, Treasurer
MICHAEL E. KENEALLY, Vice President
CHRISTOPHER P. KEARNEY, Product Manager

Shaughnessy-Kniep-Hawe Paper Company (P†)
4316 Duncan Avenue
P.O. Box 14289 (63178)
ST. LOUIS, MO 63110
314 533-2711
EDWARD H. KNIEP, III, President
LOUIS W. LEHMAN, Vice President
DUANE N. WRIGHT, Vice President
JOHN R. McNAMEE, Vice President
RICHARD W. KNIEP, Vice President
VERNON R. KIRCHOFF, Treasurer

Sheridan-Clayton Paper Co. (D†)
302-310 South Third Street
P.O. Box 384
ST. JOSEPH, MO 64502
816 279-0817
JACK W. CLAYTON, President, Treasurer
SHARON S. CLAYTON, Vice President, Secretary
GARY M. WYATT, Sales Manager

Shore Paper Company (I†)
4100 Poplar Street
PHILADELPHIA, PA 19104
215 382-2544
AARON L. SHORE, President
JEFFRY SHORE, Vice President
JAMES SHORE, Vice President
JEFFREY SHORE, Sales Manager

Shorr Paper Products, Inc. (I†)
227 S. River Street
P.O. Box 1031
AURORA, IL 60507
312 897-6000
KENNETH SHORR, Chairman
ROBERT SHORR, President
DARRELL HUTTON, Sales Manager
TOM HOHMANN, Converting Manager

BRANCHES:

MARSHALLTOWN, IA 50158 (I†)
515 752-1857
208 Leo Street
GARY MYERS, Manager

CHICAGO, IL 60611 (§†)
312 951-2880
Sales Office
John Hancock Center
875 N. Michigan Avenue
ROBERT SHORR

Siclare, Cross/New York, Inc. (P†)
P.O. Box 301
125 Lake Avenue
STATEN ISLAND, NY 10303
718 442-8900
CLEMENTE A. SICLARE, Chairman of the Board
CROSS C. SICLARE, President
ROCCO SICLARE, Vice President, Treasurer
JOSEPH SICLARE, Vice President, Secretary
FRAN WISNIEWSKI, Controller
JOHN PETER SICLARE, SR., Vice President, General Manager
CROSS R. SICLARE, First Vice President
CROSS J. SICLARE, Vice President, Operations
VINCENT BARONE, Director of Finance

Smith, G.F., & Son-London-Ltd. (P†)
Lockwood Street
HULL, HU2 OHL, ENGLAND
Hull 23503
Telex: 597363
J. ALEXANDER, Manager Director

Smith, W.H., Paper Corporation (P†)
(Division of Rolland Paper Corp.)
P.O. Box 1290
ALBANY, NY 12201
518 489-8311
TERRY PITCHFORD, President
JOHN C. SELIG, Executive Vice President & General Manager
RICHARD W. POWELL, Vice President

S

LUTHER J. PANTALEO, Treasurer
GARY STROBEL, Operations Manager

Smith Paper Company Inc. (I†)
304 Mulberry Street
P.O. Box 7245 (71611)
PINE BLUFF, AR 71601
501 534-9010
JACK P. SMITH, President
ED H. SMITH, Executive Vice President/Marketing
JERRY F. KELL, Vice President/Operations
CHARLES D. MATHEWS, Asst. Vice President
HARRY I. SWANSON, Asst. Vice President
VICTOR BARTH, Warehouse Manager

Smith Paper Limited
(see Balpex Inc.)

Smith-Scharff (I†)
722 S. Vandeventer Avenue
P.O. Box 15215
ST. LOUIS, MO 63110-0215
314 533-0233
ARTHUR L. SCHARFF, Chairman of the Board/President
GENE V. PETERMAN, Executive Vice President
ROBERT P. BOHM, Vice President-Marketing
STEVE FELDMAN, Sales Manager

Snelling Paper Ltd.
(see Balpex Inc.)

Snyder Paper Corporation (D†)
250 26th Street Drive, S.E.
P.O. Box 758
HICKORY, NC 28601
704 328-2501
JOHN C. McALLISTER, JR., President
BUSTER R. SPENCER, Vice President
ROGER K. McGUIRE, Vice President & Sales Manager-Industrial
FRED E. SMITH, Vice President & Sales Manager-Fine
P.C. UNDERDOWN, JR., Secretary & Treasurer
BUSTER P. SPENCER, House Manager, Hickory
D. THAD LINEBERGER, Sales Manager, Industrial

BRANCHES:

HIGH POINT, NC 27263 (D†)
919 882-0126
P.O. Box 4118
Brevard Street & Fraley Road
JOHN C. McALLISTER, JR., President & Branch Manager

CHARLOTTE, NC 28206 (D†)
704 333-9675
P.O. Box 33278
401 Enterprise Drive
BOB TRACY, Branch Manager

Snyder Paper Corp. (§†)
RALEIGH, NC 27625
P.O. Box 95072
3117 Poplarwood Ct.
Suite 110

Sofco, Inc. (D†)
702 Potential Parkway, Corporation Park
SCOTIA, NY 12302
518 374-7810
JAMES V. GARGIULO, President
MORRIS T. PALOMBO, Vice President, Purchasing
BERNARD SCHACTER, Vice President, Sales
MAURICE E. COSTELLO, Treasurer

BRANCHES:

POUGHKEEPSIE, NY 12602
123 Dutchess Turnpike

UTICA, NY 13501
1821 Broad Street

GLENS FALLS, NY 12801
Mark Plaza - Quaker Road

LIVERPOOL, NY 13088
502 Liverpool Road

South Jersey Paper Products Co., Inc. (I†)
1888 S. Delsea Drive
VINELAND, NJ 08360
609 691-2605
MARTIN A. SPECTOR, President
MARION STONE, Treasurer
BONNIE SPECTOR, Secretary

Southern Paper Company
(see Zellerbach Paper Group)

Southern Paper Company (P†)
7300 N.W. 35th Avenue
P.O. Box 520216
MIAMI, FL 33147
305 691-7310
ROBERT J. HANNA, Chairman of the Board
WILLIAM C. SCRIMGEOUR, President
AUDRA B. HANNA, Treasurer
ELIZABETH H. PATTON, Vice President & Secretary
JAMES E. HAY, Sales Manager

Southern Paper Co., Ltd. (I†)
3800 Desire Pkwy.
P.O. Box 8647
NEW ORLEANS, LA 70182
504 943-0042
AUGUST A. CABONI, President
HUEY E. McDOWELL, Vice President
WILLIAM L. JONES, Vice President
JAKE J. GENNARO, Secretary-Treasurer

Southern States Gift Wrap
(see Butler Paper Company)

Southland Wholesale Distributors, Inc. (I†)
2836 Breard Street
MONROE, LA 71201
318 323-9461
LEN OPPENHEIMER, General Manager
JACK O. MAY, Paper Division Sales Manager

South Shore/Schuster Paper Company (I†)
34d Avenue & Memorial Drive
NEPTUNE CITY, NJ 07753
201 774-2525
THOMAS C. McDONALD, President
JEFFREY HOFFMAN, Vice President
CHARLES SHIRLEY, Sales Manager

Southwest Paper Company, Inc. (D)
321 S. Frankfort
TULSA, OK 74120
918 582-3114
DONALD E. OZMENT, President

Spartan Paper Products (I)
305 West Maple Avenue
ORANGE, CA 92666
714 997-4900
GARY MEAD, President
DENNIS VALLONE, Vice President
JACK A. MESNA, Vice President
STEVE MIZE, Sales Manager
DIANE MAZZEO, Treasurer
JACK A. MESNA, General Manager

SPP-NEMO S.A. Commercial Exportadora
Alameda Franca, 1054-80
SAO PAULO, BRAZIL cep 01422
Phone No. 881.47.00
Telex No. 1131706 SPPA BR
LEON FEFFER, President
MAX FEFFER, Vice President
BORIS TABACOF, Director
DAVID FEFFER, Director Commercial
DAVID ADAMS, Manager

Spiegel Bros. Paper Co., Inc. (I†)
678 Ulster Avenue
P.O. Box 3628
KINGSTON, NY 12401
914 338-7206
SIDNEY SPIEGEL, President
ELLIOTT SPIEGEL, Vice President
SLYVIA SPIEGEL, Secretary-Treasurer

St. Jon Packaging Company Inc. (I)
P.O. Box 4244
41 Haig Street
HAMDEN, CT 06514
203 288-7781
MICHAEL B. KASPER, President, Treasurer
BERNICE KASPER, Vice President
JOE BAREY, Sales Manager

BRANCH

St. John Packaging Co., Inc. (§)
BEDFORD, MA 01730
Room 338
The Center
59 Middlesex Tpke.
MICHAEL B. KASPER

St. Louis Paper & Box Company, Inc. (I†)
3843 Garfield Avenue
P.O. Box 8260
ST. LOUIS, MO 63156
314 531-7900
WILLIAM M. LIVINGSTON, President
DENNIS STENDEBACK, Purchasing Agent
WILLIAM M. LIVINGSTON, JR., Vice President Packaging Films & Machinery Department
ROBERT M. MAYER, Secretary-Treasurer

St. Lucie Paper & Packaging, Inc. (I†)
414 Avenue A
P.O. Box 3836
FT. PIERCE, FL 33454
305 464-8406
MICHAEL HAMILTON-SMITH, President
CINDY HAMILTON-SMITH, Treasurer
SETH CARTER, JR., Vice President

Standard Paper Co. (P†)
2607 14th Street
DETROIT, MI 48216
313 963-9163
THOMAS C. GABLE, President
RICHARD J. GABLE, Vice President
CASS F. GABLE, Treasurer
KEITH R. CARROLL, Sales

Standard Paper & Merchandise Co., Inc. (I†)
180 Lyman Street
SPRINGFIELD, MA 01103
413 736-1000
EDWARD L. MAZER, President & Treasurer
LEONARD E. BLAKE, Vice President & General Manager
FRANK MASTALERZ, Vice President
FLORENCE B. MAZER, Clerk
TERRY WALSH, Buyer

Standard Paper Sales Company, Inc. (I†)
32 Banks Avenue
ASHEVILLE, NC 28801
704 253-7696
JOHN FROST WOODHOUSE, JR., President
PAULA B. WOODHOUSE, Vice President
JOHN FROST WOODHOUSE, III, Assistant Vice President & Sales Manager

Stanford Paper Company
(see Carter Rice)

Stanley Paper Company, Inc. (I†)
3130 Leonis Blvd.
LOS ANGELES, CA 90058
213 581-7826
STANLEY W. JACOBS, President
JIM HINES, Executive Vice President
LEONARD KATZ, Executive Vice President
STEVE KILEY, Vice President Operations
TONY SHATSKY, Sales Manager
GEORGE BERCOW, General Manager

DIVISIONS:

Wright Container (†)
LOS ANGELES, CA 90058
213 581-7826
3130 Leonis Blvd.

Donill Die Cutting (I)
LOS ANGELES, CA 90058
213 581-7826
3130 Leonis Blvd.

Star Paper Company, Inc. (I)
133 Hale Street
HAVERHILL, MA 01830
617 373-5651
NICHOLAS PETERSON, President & Treasurer
DEAN N. PETERSON, Vice President, Sales Manager
PAUL N. PETERSON, Vice President

Steen-Macek Paper Company (D)
P.O. Box 11628
GREEN BAY, WI 11628
414 336-0070
WILLIAM HAYES, President
MICHAEL J. RAMAKER, Treasurer
GORDON DITTMER, General Manager

Steindler Paper Company
(see CDA Distributors)

Sterling Paper Company (D†)
560 South Front Street
COLUMBUS, OH 43215
614 228-4301
S.C. BROWN, SR., Chairman Emeritus & Consultant
C.R. BROWN, JR., Chairman of the Board & Treasurer
J.W. BROWN, President & General Manager
WILLIS D. NEFF, Secretary & Assistant Treasurer
FRANK L. BENHAM, Vice President, Sales
WM. OTT, Manager Industrial Papers
ROBERT BASSETT, Manager (Mansfield Div.)

BRANCH:

MANSFIELD, OH 44906 (†)
419 529-2711
2075 West Fourth Street
ROBERT BASSETT, Manager

Stevens Company (The)
6550 Okeechobee Boulevard
WEST PALM BEACH, FL 33411
305 683-4701
LOUIS A. STEVENS, President
ALEX H. STEVENS, Vice President
HENRY W. STEVENS, Vice President, Treasurer
LOUIS A. STEVENS, Sales Manager
R. GREGORY ROGERS

J. Stone & Company, Inc. (I)
14 Bennett Street
LYNN, MA 01903
617 592-4377
CAROL Z. STONE, President & Treasurer
PETER J. STONE, Vice President
ROBERT E. BENJAMIN, Sales Manager

Stott, Chas. G., & Co., Inc. (D†)
1935 5th Street, N.E.
WASHINGTON, DC 20002
202 832-8000
REED SMITH, President
JAMES D. McLAUGHLIN, Vice President, Paper Division

Strype, Fred C., Inc. (D†)
127 East Ridgewood Avenue
P.O. Box 687
RIDGEWOOD, NJ 07451
201 444-2151
FRED C. STRYPE, JR., President & Treasurer
FRED M. STRYPE, Vice President
LOUISE M. STRYPE, Secretary
DANILO F. CIRIA CRUZ, Export Manager

Summerfield Packaging (I†)
2665 Summer Avenue
P.O. Box 12724
MEMPHIS, TN 38112
901 324-3858
H.I. SUMMERFIELD, President & Sales Manager
JERRY SUMMERFIELD Vice President
JAYNE COLEMAN, Purchasing Agent
KENNETH MOORE, Purchasing Agent
SHIRLEY SUMMERFIELD, Treasurer

Sunclipse, Inc. (I†)
P.O. Box 2502
1610 S. Greenwood Avenue
MONTEBELLO, CA 90640
213 721-2132
KENT H. LANDSBERG, Chairman of the Board
GENE SHELTON, President & Chief Executive Officer
C.W. (BILL) DODDS, Chief Financial Officer
ANTHONY (TONY) MARRELLI, Corporate Controller
CURTIS H. THOMAS, Corporate Counsel
CHARLES E. MASON, Human Resources Manager

DIVISIONS:

Landsberg, Kent H., Co. Division of Sunclipse, Inc. (I†)
MONTEBELLO, CA 90640
213 726-7776
1640 South Greenwood Avenue
SETH LANDSBERG, Vice President 9 General Manager
THOMAS C. PUSHECK, Executive Vice President/Sales
JOSEPH GILLER, Vice President & Merchandise Manager

Landsberg, Kent H., Company of Northern California, Division of Sunclipse, Inc. (†)
HAYWARD, CA 94544
415 489-8200
31067 San Clemente
FRANK CHESNOS, Vice President & General Manager

Landsberg, Kent H., Company of San Diego Division of Sunclipse, Inc. (†)
SAN DIEGO, CA 92121
619 578-2015
7656 Formula Place, Suite C
DICK JENKINS, Vice President & General Manager

Western Flexible Packaging Division of Sunclipse, Inc. (†)
MONTEBELLO, CA 90640
213 725-1972
1620 South Greenwood Avenue
LEE NICKEL, Vice President & General Manager

SUBSIDIARY:

Landsberg, Kent H., Company of Georgia Subsidiary of Sunclipse, Inc. (†)
ATLANTA, GA 30336
404 696-9040
4713 Fulton Industrial Blvd.
WINSTON BOWMAN, General Manager

Superior Paper, Inc. (D†)
1300 W. Breckinridge St., (40210) (Shipping)
P.O. Box 11580 (Mailing)
LOUISVILLE, KY 40211
502 583-1647
P.R. LANCASTER, JR., President
D. RONALD ECKERT, Vice President, Sales

Superior Paper Products, Inc. (I)
120 Rice Street
P.O. Drawer 1129
BANGOR, ME 04401
207 947-7311
LEONARD E. MINSKY, President & Treasurer
KENNETH WHITNEY, Vice President, Sanitary Maintenance Division
DANA FENIMORE, Vice President
JERRY GUYOT, Purchasing Agent

BRANCH:

PORTLAND, ME 04101 (†)
207 772-8434
144 Fore Street
MARILYN MINSKY, General Manager
CLAUDE METHOT, Operations Manager

Supply/Service, Inc. (I†)
2719 Sutton Blvd.
ST. LOUIS, MO 63143-3092
314 647-4455
(Warehouse address: 1025 Spruce Street, St. Louis, MO 63102)
RONALD N. CARTER, President & Treasurer
LEWIS M. RAMACCIOTTI, Secretary
KENNETH R. CARTER, Vice President, Operations
HAROLD R. KUNZ, SR., Vice President, Laundry & Dry Cleaning Marketing

Supplyways, Inc.
(see West Coast Paper Company)

Swedish Paper Trade Association (Svenska Pappersgrossistforbundet)
Skeppargatan 27
Box 5512
114 85 STOCKHOLM, SWEDEN
08-63 35 79
Telex: 19673
LARS ERIK FYRBERG Director

Symons Paper Co., Inc.
(see Dowd Company, Inc., The)

TarHeel Paper & Supply Company (I)
7900 Industrial Village Road
P.O. Box 35139
GREENSBORO, NC 27425
919 668-3220
JAMES MARTIN, President
MIKE GAINES, Vice President

Taverner & Fricke (I†)
1461 East Fourth Street
LOS ANGELES, CA 90033
213 269-8211
STEVEN E. FRICKE, President
CARL H. FRICKE, JR., Secretary
ROGER KONSTANZER, Director of Marketing
BEVERLY STEELMAN, Director of Purchasing

U

Tayloe Paper Company (D†)
6717 East 13th Street
P.O. Box 15860
TULSA, OK 74158
918 835-6911
C. OTTO JANUS, Chairman of the Board
DAVID BAYLES, President-Treasurer
TOM HORN, Vice President
CHARLES O'BYRNE, Vice President-Sales

Taylor Martin Papers, Inc. (D†)
4621 Executive Boulevard
P.O. Box 10116
FORT WAYNE, IN 46850
219 483-8146
EMMET F. BYRNE, Owner-President
W. SETH ADAMS, Vice President & General Manager
CHARLES D. BAIR, Fine Paper Sales Manager
MAX MORROW, Industrial Paper Sales Manager

BRANCHES:

Taylor Martin Papers, Inc. (D†)
KALAMAZOO, MI 49001
616 345-3101
5111 East ML. Avenue
Unit 1 Box 15
ROGER WEBSTER, Branch Manager

Taylor Martin Papers, Inc. (D†)
INDIANAPOLIS, IN 46219
317 898-3671
8145 East 30th Street
DENNIS BOZELL, Branch Manager

Texas Paper Company
(see Pollock Paper Distributors)

Thayer, Inc. (I†)
225 Fifth Street
BENTON HARBOR, MI 49022
616 925-0633
(Mailing address: P.O. Box 867)
KAY F. PHILLIPPE VARGA, President
JOHN F. VARGA, Vice President, Secretary

Thom & Cook Ltd. (P†)
31-35 Tabard Street
LONDON, SE1 4LD, ENGLAND
01-407 6151
Telex: 888676
J. WOOLLARD, Managing Director
W.D. COLE, Director
B.J. STADDON, Director
A. WOOLLARD, Director
A.G. BRODIE, Company Secretary

Thompson Merchandising & Supply
860 S. Cambridge
SEATTLE, WA 98108
206 762-3806
KEITH LEE, President
JOE COURTNEY, Vice President

Tobey Fine Papers
(see Distribix, Inc.)

Tobey Fine Papers of Kansas City
(see Distribix, Inc.)

Tobey Peoria Paper
(see Distribix, Inc.)

Tokyo Paper Trade Association
Kami Parupu Kaikan Building
9-11, Ginza 3-Chome, Chuo-Ku
TOKYO, JAPAN
(03) 541-7139
G. YAMAGUCHI, Executive Director

Trade Paper Company (I†)
4501 So. Santa Fe Avenue
LOS ANGELES, CA 90058
213 582-7411
DANIEL KULERMAN, President
JOSEPH NEWMARK, Vice President, Finance
HOWARD SINDEL, Vice President/Merchandise
RICHARD GIANNETTA, Sales Manager

Triangle Marketing Corp. (P)
32 Bleecker Street
NEW YORK, NY 10012
212 966-0100
LAWRENCE DIAMOND, Chairman of the Board & President
SAM MARKS, Executive Vice President
DAVID APPELBAUM, Vice President, Manufacturing
ANDREW TAUB, Vice President, Marketing
PATRICK DUNNE, Vice President, Administrative Operations & Secretary
I. STEPHEN GENKIN, Vice President, Sales Manager & Treasurer
MARVIN LIPTON, Vice President, Marketing
ROBERT J. CHRISTOPHER, Vice President, Sales, Midwest Region
ROBERT A. SAUNDERS, Vice President, & General Manager Southern Region
JEROME LEVIN, Sales Vice President
GERALD MINSKY, Sales Vice President
FRED REMER, Sales Vice President
MEL LADDIN, Sales Vice President
JORDAN AARONSON, Sales Vice President
JACK DELMONTE, Vice President-Sales Service Administration
ROBERT FREDERICKS, Credit Manager
GARY DAMIANO, Accounting Services Manager

DIVISION:

Triangle Trading Company (D)
32 Bleecker Street
NEW YORK, NY 10012
212 966-0100
JORDAN ARRONSON, Sales Vice President

Trimor Products Ltd.
(see Balpex Inc.)

Triquet Paper Company
(see Butler Paper Company)

Tri-States Division
(see Chicago Paper Company)

Turgeon, L.P., Inc. (P†)
130-Montee de Liesse
MONTREAL
514 735-2231
H4T 1W4, CANADA
MAURICE DAGENAIS, President

Turner Poyer Ltd.
(see Mussett, David Ltd.)

Turnquist Paper Company (D†)
P.O. Box 100
3003 Pacific Street North
MINNEAPOLIS, MN 55440
612 529-7711
RALPH C. TURNQUIST, Chairman
ROLF W. TURNQUIST, President
DALE D. MILLER, Vice President, Printing Paper
STEVEN K. ELERT, Vice President, Industrial Paper
ALLAN P. PASCHKE, Director of Finance
JAMES R. JOHNSON, Director of Sales
CHARLES F. STUDER, Director of Operations

Unicorn Paper Co. (I†)
179 Reading
BUFFALO, NY 14220
716 826-7800
JOHN E. CHUDY, JR., President
JOHN E. CHUDY, III, Vice President
JOHN E. CHUDY, JR., Sales Manager
CATHERINE A. HUBBARD, Treasurer
MAY C. CHUDY, Secretary

Unijax, Inc. (D)
3rd Floor Gulf Life Tower
JACKSONVILLE, FL 32207
904 398-3181
WALTER L. MOORE, President & Chief Executive Officer
RONALD E. DAVIS, Executive Vice President
WALTER R. JOHNSON, Vice President Marketing, Industrial Papers
JOHN D. FOX, Vice President Marketing, Printing Papers
ROBERT L. JACOBS, Vice President-Finance
WILLIAM F. KLEIN, Director of Purchasing-Industrial
GENE B. BOWDEN, Director National Accounts
J.O. MACON, Vice President
ROGER BROWN, Vice President Districts

BRANCHES:

Unijax (D†)
ALEXANDRIA, VA 22314
703 684-0120
1456 Duke Street
RICH WARD, Sales Manager

Unijax (I)
ATLANTA, GA 30325
404 355-6460
1595 Marietta Boulevard, N.W.
NEAL ESTES, General Manager
MIKE WARD, Industrial Sales Manager

Unijax (I)
AUGUSTA, GA 30906
404 736-7027
1823 Gordon Highway
DOUG HALE, General Manager

Unijax (I†)
CHARLESTON, SC 29405
803 747-5745
3801 Meeting Street Road
DEWEY McCULLEN, General Manager

Unijax (D†)
CHARLOTTE, NC 28216
704 392-9341
1000 Hoskins Road N.
JOHN PFEIFFER, General Manager
MIKE TARLTON, Printing Sales Manager

Unijax (D†)
COLUMBIA, SC 29202
803 799-1190
845 Rosewood Drive
HAROLD R. THOMAS, General Manager
JOSEPH R. RYAN, Printing Sales Manager
WAYNE MINICK, Industrial Sales Manager

Unijax (I†)
COLUMBUS, GA 31902
404 327-7448
1553 Blanchard Boulevard
MIKE HILLIS, General Manager

Unijax (I†)
DOTHAN, AL 36301
205 794-3183
304 Inez Road
FLOYD TERRELL, General Manager

Unijax (I†)
FT. MYERS, FL 33901
813 997-5697
7984 Interstate Court, NE
North Ft. Myers, FL 33903
RUSS LaROQUE, Sales Manager

Unijax (§)
GREENSBORO, NC 27405
919 379-9754
1102 N. O'Henry Boulevard
PAM STEPPE, Sales Supervisor

Unijax (§)
GREENVILLE, SC 29602
803 271-1580
42 Cleveland Street

WAYNE MINICK, Industrial Sales Manager

Unijax (D†)
HUNTINGTON, WV 25704
304 522-0331
250 West 12th Street
LEONARD (DUTCH) HILL, JR., General Manager
JERRY BENNETT, Industrial Sales Manager
DAVID HUFF, Printing Sales Supervisor

Unijax (I†)
JACKSON, TN 38301
901 427-4406
154 Rosedale Street
A.G. HILLIARD, General Manager

Unijax (D†)
JACKSONVILLE, FL 32205
904 783-0550
330 Stevens Street
GEORGE BRYDON, General Manager
P. THOMAS WATSON, Industrial Sales Manager
JEFF THOMPSON, Printing Sales Manager

Unijax (D†)
MACON, GA 31208
912 784-9000
7515 NE Industrial Boulevard
Airport Industrial Park
BRAD KIRK, General Manager & Industrial Sales Manager
ROGER BATES, Printing Sales Manager

Unijax (D†)
MEMPHIS, TN 38118
901 362-7590
4259 Delp Street
PAUL STEWART, General Manager & Printing Sales Manager
FRED ADICKES, Industrial Sales Manager

Unijax (D†)
MIAMI, FL 33166
305 885-4711
8150 N.W. 74th Avenue
JOHN MUTHE, General Manager
JOSE ENCINOSA, Industrial Sales Manager
CATHERINE BROWN, Printing Sales Manager

Unijax (D†)
MOBILE, AL 36607
205 478-8456
3200 Crichton Street
JIM MILLIKEN, General Manager
LEE JONES, Printing Sales Manager
BOB CLARK, Industrial Sales Manager

Unijax (D†)
NORFOLK, VA 23516
804 857-6251
3809 Progress Road
JAMES J. FIVES, General Manager & Printing Sales Manager
JUNE BREWBAKER, Industrial Sales Manager

Unijax (D†)
ORLANDO, FL 32804
305 293-7461
2729 Hansrob Road
ROBERT C. BREEDLOVE, General Manager

ROBERT A. HARRIS, Printing Sales Manager
BILL LIBBE, Industrial Sales Manager

Unijax (I†)
PENSACOLA, FL 32502
904 434-2743
680 Heinberg Street
PETE WOOD, Sales Manager

Unijax (D†)
RALEIGH, NC 27609
919 828-7231
800 E. Six Forks Road
WILLIAM R. LOGAN, General Manager & Printing Sales Manager
ROBBIE GRIFFIN, Industrial Sales Manager

Unijax (D†)
RICHMOND, VA 23230
804 359-4491
2401 Dabney Road
TONY ABLE, General Manager
BILL VENNER, JR., Industrial Sales Manager
JACK COLLISON, Printng Sales Manager

Unijax (D†)
ROANOKE, VA 24010
703 343-1741
10th & Tinker Streets
RON SOWER, General Manager

Unijax (D†)
SAVANNAH, GA 31402
912 236-1366
216 E. Lathrop Avenue
REX HOBGOOD, General Manager
JAMES BULLOCK, Printing Sales Manager

Unijax (D†)
TALLAHASSEE, FL 32304
904 576-4181
2834 Roberts Avenue
RON SCHOMBERGER, General Manager & Printing Sales Manager
MIKE DAME, Industrial Sales Manager

Unijax (D†)
WILMINGTON, NC
Hwy 17 North
WILLIAM R. LOGAN, General Manager

Unijax (D†)
TAMPA, FL 33610
813 236-5781
2614 E. Henry Avenue
JOE WILSON, General Manager
JIM ROBERTS, Printing Sales Manager
FRANK BANKS, Industrial Sales Manager

Unijax (I†)
VALDOSTA, GA 31601
912 242-8274
1612 James P. Rogers Drive
CARL FESLER, General Manager

Unijax (§)
WEST PALM BEACH, FL 33409
305 471-0885
2215 North Military Trail, Unit R
BERARDO VALDES, Sales Manager

Unijax (I†)
WINCHESTER, VA 22601
703 667-3330
1908 Paper Mill Road
STEVE LEWIS, General Manager

Unijax (D†)
NEW ORLEANS, LA 70126
504 244-9301
246 Harbor Circle
TOM THOMAS, General Manager
WILLIAM KILLHOUR, Printing Sales Manager

Unijax (I†)
NASHVILLE, TN 37207
3217 Ambrose Avenue
PAUL STEWART, General Manager

Unijax (I†)
PARKERSBURG, WV 26101
304 485-6411
3705 Murdoch Avenue
LEONARD (DUTCH) HILL JR., General Manager

Unijax (I†)
CHARLESTON, WV 25311
304 342-0148
802 Ruffner Avenue
LEONARD (DUTCH) HILL JR., General Manager

Unijax (I†)
BECKLEY, WV 25802
1708 S. Kanawah Street
LEONARD (DUTCH) HILL JR., General Manager

Union Paper Company
(see Paper Corporation of America)

Union Paper Co. (D)
525 5th Street
P.O. Box 517
CLARKSTON, WA 99403
208 743-4533
MICHAEL McGINNIS, President
STACY McGINNIS, Vice President
RICHARD RENFORD, Sales Manager
PATRICIA JOHNSTON, Treasurer

Union Paper & Supply Co. (D†)
Cor. Conyngham &
N. Pennsylvania Avenue
P.O. Box 1214
WILKES-BARRE, PA 18773
717 822-6117
ARNOLD LIBENSON, President
BEN LIBENSON, Vice President-Secretary
ROBERT LIBENSON, Vice President-Treasurer
KEVIN REILLY, Purchasing Manager
STEVEN LIBENSON, Offices Machines Manager

The Unisource Corporation
(see Paper Corporation of America)

United Paper Corp. (D†)
309 DePere Street
P.O. Box 58
MENASHA, WI 54952
414 725-3201
J.R. MURPHY, President & Treasurer
L.D. MURPHY, Executive Vice President & Secretary
D.P. MURPHY, Vice President Administration

United Twine & Paper Co., Inc. (I†)
552-554 N. Mulberry Street
P.O. Box 1744
LANCASTER, PA 17603
717 299-1118
JAMES M. BRENER, President
JEAN E. BRENER, Vice President

Universal Paper Corp.
(see Paper Corporation of America)

Valiant Paper & Packaging Company, Inc. (I)
75 Knickerbocker Road
MOONACHIE, NJ 07074
201 896-8300
GARY S. COHEN, President
ELIZABETH M. COHEN, Vice President
DAVID A. COHEN, Vice President

Valley Papers, Inc. (P)
801 S. 19th
W. DES MOINES, IOWA 50265
515 223-5946
JAMES R. BELISLE, President
CAROLE BELISLE, Vice President

Vaughan Paper Products Ltd.
(see Balpex Inc.)

Veracruzana De Papeles, S.A.
(see Fabricas De Papel Loreto Y Pena Pobre, S.A.)

VSPG Verband des schweizerischen Papier- und Packmaterial-Grosshandels
Forchstrasse 36
Postfach 290
CH-8032 ZURICH
01/251 23 66
MAX BROGER, General Secretary

W

Viking Criterion Corporation (I†)
55-30 46th Street
P.O. Box 88
MASPETH, NY 11378
718 392-7400
SHELDON KORN, President
IRYS KORN, Assistant to the President
JAY RABKIN, Vice President Operations
ALLAN STRIANO, Vice President Marketing Sales
HARMEN LEDER, Vice President Tri-State

Viking Paper, Div. of Carpenter/Offutt Paper, Inc.
(see Paper Corporation of America)

Virginia Packaging Supply Company (I†)
13900 Park Center Road
HERNDON, VA 22071
703 471-0855
WESLEY O. McGEE, President
FRANK L. STOCKER, Vice President-Finance
RICHARD E. NAY, Regional Sales Manager
JEFFREY F. COE, Regional Sales Manager
DENIS IBBOTT, Operations Manager

DIVISIONS:

Central Supply Division (I†)
DAYTONA BEACH, FL 32017
904 673-9276
1052 N. Beach Street
JOE GRAY, Division President

Atlantic Container Division (I†)
DAYTONA BEACH, FL 32022
904 673-9276
1920 North Nova Road
JOSEPH GRAY, Division President

Virginia Paper Company Division of Crown Zellerbach Corporation (P)
Headquarters
3990 Gaskins Road
P.O. Box 31374
RICHMOND, VA 23294
804 747-0200
JAMES S. HUNTER, President
MICHAEL L. ALLEN, SR., Vice President, Central Region
DAVID G. BOYNTON, Senior Vice President, Southern Region
JOHN C. EMORY, Controller
LAYTON M. FRANKLIN, Vice President-Physical Distribution
ROBERT W. VICK, Vice President-Human Resources
MALCOLM B. YOUNG, Credit Manager

BRANCHES:

ATLANTA, GA 30318 (†)
404 351-8533
2281 DeFoor Hills Rd. NW
G.L. COLLEY, JR., Assistant Manager

CHARLOTTE, NC 28210 (†)
704 372-5001
4021 Rose Lake Drive
R. M. GOODSON, Manager

COLUMBIA, SC 29211 (†)
803 771-7810
756 Rosewood Drive
T. D. CONLEY, Manager

GREENSBORO, NC 27419 (†)
919 299-9750
3707 Alliance Drive
R. L. NEILL, Manager

JACKSONVILLE, FL 32206 (†)
904 354-0516
1365 Haines Street
R. D. MATTOX, Manager

LANDOVER, MD 20785 (†)
301 341-5700
3310 75th Avenue
P. F. JUNGHANS, Manager

MIAMI, FL 33152 (†)
305 592-9670
1601 N.W. 72nd Avenue
LAURIE N. HARRILL, Manager

ORLANDO, FL 32808 (†)
305 295-7810
3717 Mercy Star Court
Silver Star Commerce Center
W. S. POOLE, Manager

RALEIGH, NC 27609 (†)
919 872-7210
3600 Tarheel Drive
B.J. FITZHUGH, Manager

RICHMOND, VA 23230 (†)
804 353-5534
2100 Tomlynn Street
A.W. STALNAKER, Manager

TAMPA, FL 33605 (†)
813 247-3475
216 Commerce Park, 1212 N. 39th St.
R. A. LEAPLEY, Manager

Fine Papers (P†)
LITTLE ROCK, AR 72219
501 562-2448
6210 Dividend Street
W.H. SNYDER, JR., Manager

TIDEWATER, VA 23452
804 468-0200
2800 Crusader Circle
J.J. HUGHES, Manager

Fine Papers of Shreveport (P†)
SHREVEPORT, LA 71107
318 221-3775
209 Kansas City Avenue
J.L. SHELTON, Manager

Weaver Paper Company (P†)
MONTGOMERY, AL 36101
205 263-0274
1300 Kershaw Street
D. J. SINK, Manager

WWF Paper Corporation (P)
2 Bala Plaza
BALA CYNWYD, PA 19004
215 667-9210
1-800-345-1305
E.V. FURLONG, Vice Chairman
E.V. FURLONG, JR., President
I.T. FURLONG, Executive Vice President
J.D. DUNCAN, Executive Vice President
W. A. PACKARD, Assistant to the President
D.H. PALMER, Senior Vice President
J.T. BEATTY, Corporate Credit Manager
PAUL E. FISCHER, Treasurer
D.H. PALMER, Director Foreign Sales
G.E. GREGG, Vice President, Administration
STEWART S. FURLONG, President, WWF Book
F. LUCARD, Corporate Controller
J. FREDERICKS, Vice President, Purchasing & Facilities Management
J. ADELSBERGER, Manager of Management Information Systems

Wilcox Walter Furlong Paper Co. Division of WWF Paper Corp. (P†)
PHILADELPHIA, PA 19143
215 724-0500
54th & Grays Avenue
JAMES A. LYONS, President
THOMAS C. LOWNES, Vice President
DAVID A. SEEGER, Vice President
PAUL J. WEIHMAN, Vice President
DONALD A. DOUGHERTY, Vice President
WILLIAM E. WRIGHT, Vice President
ROBERT MUSCELLA, Vice President
WILLIAM HIGGINS, Vice President

BRANCHES:

ATLANTA, GA 30336 (†)
404 696-8900
P.O. Box 44105
5255 Fulton Industrial Blvd.
DOUGLAS W. IVESTER, Vice President & General Manager
ALAN LINN, Vice President in Charge of Sales
PETER CRAWFORD, Operations Manager

CHARLOTTE, NC 28206 (†)
704 333-8444
3013 Asbury Avenue
KENNETH F. PAYNE, General Manager

COLUMBIA, MD 21046 (†)
301 997-0500
9475 Gerwig Lane
301 621-5222
ELMER R. WILLIAMS, Vice President & General Manager
R.S. KERNO, Vice President

GREENSBORO, NC 27407 (†)
919 855-5150
2760 Patterson Avenue
JAMES TOLBERT, Manager

RICHMOND, VA 23261 (†)
804 321-1210
4245 Carolina Avenue
JOHN R. LOWERY, Vice President & General Manager

SCRANTON, PA 18509 (†)
717 961-5381
310 Depot Street
PETER SLUCK, Vice President & General Manager

WWF Paper Corp.-New England (†)
CHARLESTOWN, MA 02129
617 242-5540
440 Rutherford Avenue
WENDELL H. MORRISON, Chairman of the Board
GEORGE COOK, President
JOHN F. LYONS, JR., Executive Vice President
GERALD M. CHISHOLM, Vice President & Sales Manager-New England Group
JOHN CONNELL, Vice President
EDWARD COPPINGER, Vice President
WILLIAM E. PURDY, Vice President
PETER MACDONALD, Vice President
WILLIAM McEVOY, Vice President
GREGORY MORRISON, Vice President

WWF Paper Corp.-New England (†)
AUBURN, MA 01501
617 791-7121
48 Sword Street
WILLIAM McEVOY, Vice President & General Manager

WWF Paper Corp.-New England (†)
EAST HARTFORD, CT 06108
203 289-9324
45 Belden Street
TOM YOUNG, Vice President & General Manager
KENNETH L. LEWIS, Manager of Operations

WWF Paper Company (†)
NEW YORK, NY 10016
212 684-1200
185 Madison Avenue
ALFRED N. RUBANO, Executive Vice President
WILLIAM J. REILLY, Vice President
ROBERT SPINOSA, Sales Service Manager

WWF Paper Corp.-West
LOS ANGELES, CA 90040
213 728-1150
6817 East Acco
MANVIL MGRUBLIAN, President & Chief Executive Officer
GARY SMITH, Vice President
WILLIAM SCHMIDT, Vice President-Sales

WWF National
CHARLESTOWN, MA 02129
617 242-5540
440 Rutherford Avenue
THOMAS RYAN, President
WSILLIAM DEFORD, Vice President

Forest-Atwood Paper Company (†)
ELK GROVE VILLAGE, IL 60007
312 593-7500
1150 Lively Boulevard
THOMAS W. O'BRIEN, President
JOHN H. HEIL, Vice President
WILLIAM L. O'CONNELL, Vice President
RUSSELL G. BRUZEK, Vice President
JOHN J. HAHN, Vice President
ROBERT J. KASEBERG, Sales Manager

Lyons & Morrison Paper Co. (†)
WARWICK, RI 02860
401 732-1000
31 Graystone Street
J.F. LYONS, JR., President
WENDELL H. MORRISON, Executive Vice President

WWF International (France) (§)
PARIS 75008 FRANCE
553-9789
104 Ave Des Champs Elysees
Telex 62893
JOHN SHACKEL, Managing Director

WWF Paper Corp.-Florida
ORLANDO, FL 32804
305 298-0580
2517 Unit # 12 Shader Road
STEVE FIELDS, Vice President & General Manager

Bermco
NEW YORK, NY 10016
212 684-1200
185 Madison Avenue
AL D'ELIA, General Manager

WWF Paper Sales, U.K., Ltd.
WWF Agencies, U.K., Ltd.
WWF International, U.K., Ltd.
Claire House, Bridge Street
Leatherhead, Surrey KT22 8HY
(44) 3723-76133
ENGLAND
Telex 8955260
J. W. SHACKEL, Chairman
J. R. GARLICK, Joint Managing Director
M. J. BAKER, Joint Managing Director
R. J. FAIRCHILD, Director
R. J. SPIKESMAN, Director
R. G. WRIGHT, Director

WWF Paper Sales, U.K., Ltd.
Hartley House, Green Walk
Tower Bridge Road
London S31 4TV England
01-407-5011
Telex 8952216

WWF Paper Corp.-West
PHOENIX, AZ 85009
602 243-3925
4014 W. Van Buren Street
CHARLES DESROSIERS

DIVISION:

Royal Paper Corporation (D†)
NEW YORK, NY 10001
212 924-3400
210-216 Eleventh Avenue
LEONARD BARON, Chairman of the Board
EUGENE B. COLE, Executive Vice President
ROBERT ROTHSTEIN, Executive Vice President
DAVID G. FORSLUND, Vice President, Sales & Marketing
SAMUEL LANDAU, Vice President
WALTER COLE, Vice President
SEYMOUR SCHONFELD, Vice President
JAMES T. KELLY, Vice President-Marketing
HERBERT ROSEN, Vice President-General Manager
ROBERT CERROCHI, Vice President
RAYMOND BROWN, Vice President
BRUCE SILVERSTEIN, Vice President

SUBSIDIARIES:

Major Paper Converters, Inc. (†)
CLIFTON, NJ 07012
201 773-7500
400 Brighton Road
MARK COCCIARDI, President
LEONARD BARON, Vice President
JOHN NEIDER, Sales Manager

Royal Paper of New Jersey, Inc. (†)
CLIFTON, NJ 07012
201 773-7500
400 Brighton Road
ALFRED CONSTANTS, JR., President
LEONARD BARON, Secretary & Treasurer

WWF Paper Corporation-Florida (†)
MEDLEY, FL 33178
305 885-3166
9215 N.W. 101 Street
GEORGE MICHAEL ARTHUR, President

DIVISION:

Regal Envelope (†)
CLIFTON, NJ 07012
201 773-7500
400 Brighton Road
EUGENE B. COLE, President
NAOMI SOLL, Production Manager

Impressions Paper and Supply Corp.
NEW ROCHELLE, NY 10801
914 636-6200
162 Washington Avenue
RAYMOND A. GERMIN, President
MICHAEL NEGRI, Executive Vice President

WWF Paper Corporation-Florida
(see WWF Paper Corp.)

WWF Paper Corporation-New England
(see WWF Paper Corp.)

Waltham Abbey
(see Quaife, Alfred & Co., Ltd.)

Walker Goulard Plehn Co., Inc.
(see Ris Paper Company)

Walter, S., Packaging Corp. (I†)
11620 Caroline Road
P.O. Box 16223
PHILADELPHIA, PA 19154
215 676-8888
Telex 83-4815
VALENTINE L. WILSON, President
RICHARD L. WEISBERG, Executive Vice President & Secretary
ANDREW N. WILSON, Vice President
JAMES F. HENNELLY, Controller/Treasurer
STEVE ANMUTH, Purchasing Agent (Paper)
IRENE M. GROSS, Purchasing Agent (Plastic)
WAYNE PETERSON, Warehouse Operations

Warrior Paper & Supply Company
(see Affiliated Paper Companies)

Waterloo Paper Company (D†)
200 Sycamore Street
P.O. Box 597
WATERLOO, IA 50704
319 234-4459
ELIZABETH G. THODE, President
JOHN T. ENNOR, Vice President
SUSAN THODE, Secretary
MERLE MOOTHART, Treasurer

Wayne Paper Co., Inc. (I†)
1263 Southwest Boulevard
P.O. Box 3540
KANSAS CITY, KS 66103
913 384-1144
HOWARD WAYNE, President
GEORGE E. FAIR, Vice President Operations
MARTY BASS, Vice President Sales

Weaver Paper Company
(see Virginia Paper Company Division of Crown Zellerbach Corporation)

Weber Paper Company (D†)
137 Main Street
DUBUQUE, IA 52001
319 588-4611
RALPH L. ROLLING, President & General Manager
A.W. GENSZLER, C.E.O., Vice President & Assistant Treasurer, Chairman of the Board
ALAN M. HUSEMAN, Secretary & Treasurer

Wegbreit and Associates, Inc.
3420 E. Shea Boulevard
PHOENIX, AZ 85028
602 996-0953
NORMAN WEGBREIT, President
SUSAN WEGBREIT, Sales Manager
GLORIA WEGBREIT, Secretary

Weil, Joseph, & Sons, Inc. (I†)
1401-1443 S. Clinton Street
CHICAGO, IL 60607
312 738-7800
JOSEPH P. WEIL, Chief Executive Officer
JULIAN S. WEIL, Chairman of the Board
RICHARD K. WEIL, President
D. HARDING FRIEDMAN, Vice President
ROBERT ZELVIN, Vice President & General Manager
PAUL SPINK, Director of Operations
JAMES E. CARBINE, Sales Manager

Weiss Brothers of Hagerstown, Inc. (I)
801 Pope Avenue
HAGERSTOWN, MD 21740
301 739-3069
BERNARD WEISS, President & Treasurer
RICHARD WEISS, Vice President

Weiss Paper Co., Inc. (I)
3rd & Greenwich Streets
READING, PA 19603
215 376-7269
JACK HAFETZ, President
STEVE WOYTKO, Sales Manager
MARY JANE KILLIAN, Office Manager

DIVISION:

MT. PENN, PA 19606
215 779-9688
2548 Perkiomen Avenue
BETTY HAFETZ, Manager

WEST LAWN, PA 19609
215 670-0616
3024 Penn Avenue
JOANNE HELLER, Manager

Welsh Paper Company (D)
P.O. Box 511
308 South White Street
WAKE FOREST, NC 27587
919 556-6711
K. GORDON WELSH, President
PEGGY B. WELSH, Vice President
JIM FRIESINGER, Sales Manager
LEE W. WHITE, Treasurer
LARRY D. PADGETT, Manager

Wembley
(see Quaife, Alfred & Co., Ltd.)

West Coast Paper Company (D†)
2203 First Avenue South
Box C-3775
SEATTLE, WA 98124
206 623-1850
RICHARD W. ABRAMS, President
STEVE OHRMAN, Vice President, Supplyways
RICHARD L. SMITH, Vice President, Special Projects
JOHN R. HICKMAN, Vice President, Finance
DENNIS L. WHEELER, Vice President, Marketing
BRETT M. MITCHELL, Vice President, Distribution

SUBSIDIARIES:

Supplyways, Inc. (D†)
PORTLAND, OREGON 97210
503 228-6561
4600 N.W. St. Helens Road
P.O. Box 10626
STEVE OHRMAN, Vice President

W

West Coast Paper Company (D†)
BELLINGHAM, WA 98226
206 671-3755
915 Iowa Street

West Coast Paper Company (D†)
EVERETT, WA 98204
206 355-7703
9423 Evergreen Way

West Coast Paper Company (D†)
PASCO, WA 99301
509 547-2671
Building 89, Tri Cities Airport
JAMES MAC PHERSON, Manager

West Coast Paper Company (D†)
REDMOND, WA 98052
206 883-0273
3838 148th N.E.

West Coast Paper Company (D†)
SEATTLE, WA 98134
206 682-8644
1911 First Avenue South

AFFILIATES:

Alaska Paper Company, Inc. (D†)
ANCHORAGE, AK 99510
907 276-6191
2209 Spar Avenue
P.O. Box 1977
JAMES WAGNER, President

Allied Paper Company (D†)
TACOMA, WA 98411
206 383-5005
1913 Stewart Street
P.O. Box 11026
ROBERT J. ADLER, General Manager

Olympic Paper Company (D†)
PORT ANGELES, WA 98362
206 454-9211
808 Marine Drive
GIL SMITH, Manager

Supplyways, Inc.
PORTLAND, OR 97210
503 252-4990
11815 N.E. Sumner Building, No. 3

Supplyways, Inc.
BEND, OR 97701
503 382-7797
218 N.W. Irving

Supplyways, Inc.
SALEM, OR 97305
503 390-3332
4927 Indian School Road

Western Paper Company (D)
7011 South 188th Street
KENT, WA 98032
206 251-5300
JERRY L. LINDSEY, President
RICHARD D. COX, Vice President
KURT OLSON, Corporate Marketing Manager-Fine Paper
JOHN PELTON, Corporate Marketing Manager-Industrial
RON WILSON, Corporate Marketing Manager-Supplyware

West Virginia Paper, Inc. (I†)
50 Clay Street
P.O. Box 1198
MORGANTOWN, WV 26505
304 292-7324
JOHN R. COBUN, President
GARY L. COBUN, Vice President
DAVID A. COBUN, Treasurer
BARBARA E. COBUN, Secretary

Western Flexible Packaging
(see Sunclipse, Inc.)

Western Packaging, Inc.
(see Bunzl Corporation)

Western Paper Company
# 20 Executive Hills South, Suite 610
10955 Lowell (66210)
P.O. Box 2967
SHAWNEE MISSION, KS 66201 (P†)
913 451-1213
W.R. HEARSHMAN, President
K.E. VERNON, Vice President-Marketing
J. R. FISCHER, Vice President-Information Systems and Personnel
G.S. BAX, Vice President & Division Controller

BRANCHES:

BILLINGS, MT 59103 (P†)
406 656-7325
516 S. 18th W.
JAMES W. MORTENSON, Manager

BOISE, ID 83704 (P)
208 377-2023
327 Steelhead Way
JAMES LANSBERRY, Manager

FARGO, ND 58102 (P†)
701 293-3444
2402 8th Avenue, North
G.R. JACOBSON, Vice President & Manager

LAS VEGAS, NV 89109 (P†)
702 731-0002
2760 South Highland
MONTIE STANHOPE, Manager

LINCOLN, NE 68503 (D†)
402 474-3000
2005 Y Street
G.A. BRITAIN, JR., Vice President & Manager

LITTLE ROCK, AR 72203 (P†)
501 562-2734
6200 Murray Street
P.O. Box 567
GERALD BERRY, Vice President & Manager

MEMPHIS, TN 38118 (P†)
901 363-3575
4040 Delp Street
MARK W. GRIFFIN, Manager

OKLAHOMA CITY, OK 73105 (P†)
405 524-1515
200 N.E. 34th Street
PHIL CLABORN, Manager

OMAHA, NE 68127 (P†)
402 331-1161
10000 "J"
P.O. Box 3009, 68103
BILL MORRIS, Manager

SALT LAKE CITY, UT 84119 (P†)
801 972-1261
850 W. 25th Street, South
F.J. NEWMAN, Vice President & Manager

SHREVEPORT, LA 71165 (P†)
318 221-5294
1060 Hawn Avenue
J.G. DEEN, Manager

TULSA, OK 74145 (P†)
918 664-0693
4450 So. 70th East Avenue
DON BEIL, Manager

WICHITA, KS 67213 (P†)
316 945-0560
1970 South West Street, Unit 300
P.O. Box 9550 (67277-0550)
L.E. MANN, Manager

Beacon Paper Company (P†)
ST. LOUIS, MO 63102
314 421-3215
1000 Clark Avenue
THOMAS FASCETTI, Vice President & General Manager

Midwestern Paper Co. (D†)
NO. KANSAS CITY, MO 64116
816 474-6160
1225 Bedford Avenue
DROSTE D. MILLEDGE, Vice President & Manager

CEDAR RAPIDS, IA 52402 (P†)
319 363-3567
909 Shaver Road, N.E.
LEONARD E. FOX, Manager

DES MOINES, IA 50313 (P†)
515 265-1631
1801 Hull Avenue
FRANK CAMPBELL, Manager

SIOUX CITY, IA 51102 (D†)
712 255-5088
1318 11th Street
ROBERT RUSSELL, Manager

SPRINGFIELD, MO 65802 (P†)
417 869-0707
510 South Cavalier
GERALD W. BOWMAN, Manager

ST. LOUIS, MO 63043 (P†)
314 432-3900
11632 Fairgrove Industrial Boulevard
RON WALKER, Manager

TOPEKA, KS 66607 (P†)
913 235-3497
719 Hancock
MYRON L. BRAUM, Manager

Palmer Paper Company (P†)
DALLAS, TX 75247
214 631-7460
3180 Irving Boulevard
FRANK SWAGER, Vice President & Manager

MIAMI, FL 33142 (P†)
305 633-0666
3250 N.W. 60th
ALAN S. DUNN, Manager

HOUSTON, TX 77001 (P†)
713 869-6631
2727 W. 11th Street
C.W. (BILL) LAMB, Vice President & Manager

JACKSONVILLE, FL 32205 (P†)
904 781-6812
5595 Commonwealth Avenue
TERRY BROWN, Manager

NEW ORLEANS, LA 70119 (P†)
504 486-6691
500 N. Cortez
JOEL BLAZEK, Manager

ORLANDO, FL 32805 (P†)
305 843-6340
531 W. Grant
KENNETH E. KEPLEY, Regional Vice President
R. GERALD BERRY, JR., Manager

SAN ANTONIO, TX 78218 (P)
512 776-5327
4623 Marco
ED PALM, Manager

TAMPA, FL 33611 (P†)
813 839-6391
4514 S. Church Avenue
(Mailing address: Drawer 13567, Tampa, FL 33681)
FRANK WOMACK, Vice President & Manager

Western Sales Office & Warehouse
(see Mutual-Precision Co./Div. of Witcoff Paper Co., Inc.)

Whitemarsh Paper & Specialties Co. (I†)
Cottman Street & Hasbrook Avenue
PHILADELPHIA, PA 19111
215 742-2000
GEORGE C. NESLIE, SR., President
GEORGE C. NESLIE, JR., Treasurer
ANNE M. GOUGH, Secretary

White River Paper Company (D†)
2-4 Gates Street
P.O. Box 455
WHITE RIVER JUNCTION, VT 05001
802 295-3180
EDWARD W. NICHOLS, President
PETER G. LYFORD, Secretary
MARY G. HUNTLEY, Treasurer
JOHN BALLOU, Sales Manager

White-Rose Paper Co., Inc.
(see Parsons, Frank, Paper Co., Inc.)

Z

Whiting Patterson Co., Inc. (P†)
5th & Bristol Streets
PHILADELPHIA, PA 19140
215 324-9200
BENJAMIN P. (BEN) WRIGHT, President
MICHAEL W. WALSH, Vice President
FREDERICK S. (FRED) BALCH, JR., Mill Department
JOHN K. (JACK) HOUSER, Vice President & Treasurer

Whitney Bros., Inc. (D†)
352 C Street
BOSTON, MA 02127
617 269-2300
PHILIP R. BYRNE, Chairman and Chief Executive Officer
CHRISTOPHER J. BYRNE, President & Chief Operating Officer
ROBERT M. BYRNE, Vice President & Treasurer
WILLIAM F. MAILLOUX, Controller
THOMAS J. CONLIN, Purchasing Manager
STEPHEN R. MANION, Warehouse Manager
NANCY J. MURPHY, Credit Manager

Wiggins Teape Paper/Spicer Cowan (D§)
New Hythe House
Aylesford, Maidstone
KENT, ME20 7PD, ENGLAND
Maidstone 77777
Telex: 965131
ERIC DOORBAR, Chairman & Chief Executive

Wilcox Paper Co. (D†)
2301 Traffic Street, N.E.
MINNEAPOLIS, MN 55413
612 378-2400
RICHARD MAST, President & Treasurer
SAMUEL L. KAPLAN, Secretary
DONALD ANDERBERG, Vice President
ROY BROEREN, Sales Manager

Wilcox Paper Company (I†)
(George Wilcox Co. Inc.)
5916 Court Street Road
Box 378 Eastwood Station
SYRACUSE, NY 13206
315 437-1496
KENNETH C. SPARKS, President
DAVID P. SPARKS, Vice President & General Manager
BARBARA M. SPARKS, Secretary-Treasurer
BRIAN J. SPARKS, Purchasing Manager
LEWIS C. GATES, Controller

Wilder Industries, Inc. (D)
225 W. Erie Avenue
PHILADELPHIA, PA 19140
215 634-6500
JOSEPH H. MERBACK, President & Chairman
AARON J. GREEN, Vice President, Sales
JEROME B. MUCHNICK, Vice President, Administration
JOSEPH H. WEISS, Secretary
KENNETH J. GETTLIN, Vice President, Finance
TOM BOWMAN, Vice President, Marketing
FRANK SPUNGEN, Vice President

BRANCH:

ATLANTA, GA 30339 (D)
404 951-1855
2110 Powers Ferry Road
HERBERT NEUWIRTH, Vice President, Southern Region

Williamsport Paper Company (I†)
460 Market Street
WILLIAMSPORT, PA 17701
717 322-4791
PEGGY HAYES, Office Manager
JOHN MOSHER, Sales Manager
ROBERT McKERNAN, President & General Manager

Willmann Paper Company, Inc. (P†)
315 Hudson Street
NEW YORK, NY 10013
212 989-2700
IRVING KAPNER, Chairman of the Board
ROBERT CALIGUIRE, President
RHODA DUBOFSKY, Executive Vice President & General Manager
ALFRED KRUGER, Treasurer & Vice President
MARTIN FRANKEL, Vice President & Secretary
BERNARD ROSS, Senior Vice President & Director, Sales Promotion-Marketing
SIDNEY TRENCHER, Vice President
CHARLES P. O'HARA, Vice President
JOSEPH SCARPELLI, Vice President
JACK SULLIVAN, Vice President
ROBERT MUSON, Vice President
SAM WASSERMAN, Vice President
LEONARD LEVINE, Vice President
STEWART BALL, Vice President
MICHAEL BERMAN, Vice President & General Sales Manager
LEN MIGDAL, Vice President
NORMAN WEINSTEIN, Vice President

DIVISIONS:

Crestwood Paper Company, Inc.
Division of Willmann Paper Company, Inc. (P†)
NEW YORK, NY 10013
212 989-2700
315 Hudson Street
IRVING KAPNER, Chairman of the Board
JEROME I. SHANE, President

Duplicating Papers, Inc.
Division of Willmann Paper Co., Inc. (P†)
NEW YORK, NY 10013
212 989-2700
315 Hudson Street
IRVING KAPNER, President

Wilson-Munroe Company
(see Rolland Inc.)

Wilson, B.W., Paper Company, Inc. (P†)
2501 Brittons Hill Road
P.O. Box 11248
RICHMOND, VA 23230
804 358-6715
LAWRENCE HUGH (LARRY) RAUPPIUS, President
ERNEST G. (ERNIE) DAVIS, JR., Vice President
CHRISTOPHER H. (CHRIS) HUNT, Sales Manager
RICK BRENNAN, Information Systems Supplies Sales Manager

BRANCHES:

CHESAPEAKE, VA 23323 (P†)
804 487-7700
1015 Cavalier Boulevard
P.O. Box 6808
JAMES EVANS, Branch Manager

RALEIGH, NC (P†)
Address to Follow - Branch opens 4/15/86
CHARLES GORDON, Branch Manager

Wilson, R.D., Sons & Co. (D†)
605 N. Fourth Street
P.O. Box 1486
CLARKSBURG, WV 26302-1486
304 624-7549
MARK D. WILSON, President

C.G. Winans Company (I)
P.O. Box 950
59-63 Mine Brook Road
BERNARDSVILLE, NJ 07924
201 953-0200
DAVID R. McSHANE, President
FRED SPOTTS, Vice President-Sales
CAROLINE R. SCHULZ, Secretary

DIVISIONS:

C.G. Winans Company (†)
EAST BRUNSWICK, NJ 08816
800 772-2139
HARRY LIPPINCOTT, Manager

C.G. Winans Company (†)
WILLIAMSTOWN, NJ 08094
800-772-2139
388 Black Horse Pike
ROBERT LEWIS, Manager

Wisconsin Paper & Products Company (D†)
3000 N. 112th Street
P.O. Box 13455
MILWAUKEE, WI 53213-0455
414 771-3771
W. BROOKS BOYCE, President
FRED C. BOYCE, Chairman & Treasurer
RICHARD H. BERGMAN, Vice President
HAROLD BERGMAN, Secretary
THOMAS C. BOYCE, Vice President

Woelz Paper Company, Inc.
(see Central Wisconsin Paper Company)

Woobu[illegible] Green
(see Quaife, Alfred & Co., Ltd.)

George B. Woodcock & Company (I)
P.O. Box 3009
CHATSWORTH, CA 91313-3009
213 998-3774
21900 Marilla Street
CHATSWORTH, CA 91311
818 998-3774
N.N. NORTHCROSS, JR., President
F.K. NORTHCROSS, Vice President
C.R. NORTHCROSS, Treasurer
STEVEN SANDIFER, General Manager
BOYD BARLETT, Controller

George B. Woodcock & Co. (§)
INGELWOOD, CA 90301
213 641-0952
9009 S. La Cienega Boulevard
N.B. LaHICKEY, Branch Manager

Wright Container
(see Stanley Paper Company, Inc.)

Wyman, Donald, Inc. (D†)
10 High Street
BOSTON, MA 02110
617 426-6282
DONALD WYMAN, President & Treasurer
DONALD WYMAN, JR., Secretary & Assistant Treasurer

Zellerbach Paper Group Division of Crown Zellerbach Corporation (D)
3130 Crow Canyon Place, Suite 400
SAN RAMON, CA 94583
415 866-5000
FREDERICK J. STABBERT, President
PHILIP L. FERRIS, Vice President Administration
WILLIAM R. KILTY, Vice President Business Development
JOHN SAWKA, Vice President Controller
F. DALE SIMONSEN, Vice President Printing Papers
WALTER G. WOODBURY, Vice President Industrial

Z

Zellerbach Paper Company
Division of Crown
Zellerbach Paper Group (D)
3130 Crow Canyon Place, Suite 400
SAN RAMON, CA 94583
415 866-5000
FREDERICK J. STABBERT, President
A. S. GRALNICK, Manager Printing Papers
B. N. PERKEY, Controller

DIVISIONS:

ANCHORAGE, AK 99501 (D†)
907 276-3344
1848 Ship Avenue
C.K. PERRY, Manager

BAKERSFIELD, CA 93309 (D†)
805 324-4901
4550 Easton Drive
GALEN VAN AALSBURG, Manager

BOISE, ID 83707 (D†)
208 375-1722
101 N. Cole Road
MIKE SMITH, Manager

DENVER, CO 80239 (D†)
303 371-9700
12770 East 39th Avenue
E. C. GOLD, Manager Printing Papers
HOWARD L. SHAW, Distribution Manager
L. L. HAIGHT, Manager Industrial

EUGENE, OR 97401 (D†)
503 344-5575
345 Lincoln Street
S. J. DESGROSELLIER, Manager

EUREKA, CA 95502 (D†)
707 442-6428
1030 W. Del Norte Street
D. D. MEYER, Manager

FRESNO, CA 93725 (D†)
209 233-7201
4603 East Vine Street
GALEN VanAALSBURG, Distribution Manager

GREAT FALLS, MT 59401 (D†)
406 761-3550
1st Ave. North & G.N.T.
J. J. MARTINE, Manager

HONOLULU, HI 96819 (D†)
808 848-1071
2250 Alahao Place
G. C. PEARSON, Manager

LAS VEGAS, NV 89103 (D†)
702 384-5656
3250 W. Harmon Avenue
C. HENSLEY, Manager

LOS ANGELES, CA 90023 (D†)
213 268-5252
4000 East Union Pacific Avenue
C. E. GOTTESMAN, Manager Printing Papers
J. W. HERRON, Manager, Food Stores
DICK LENERTZ, Manager Industrial

PHOENIX, AZ 85031 (D†)
602 934-3431
4710 W. Camelback Road
JERRY CLARK, Manager Industrial
GREGG MOSBY, Distribution Manager
JIM ROBINSON, Manager Printing Papers

PORTLAND, OR 97220 (D†)
503 255-2121
9111 N.E. Columbia Blvd.
JIM BAUMGARDT, Distribution Manager
DAVE RHODES, Manager Printing Papers
ROD SACCONAGHI, Manager Industrial
L. B. WILLIAMS, Manager, Building Materials

SPARKS, NV 89431 (D†)
702 358-7024
950 United Circle
M. D. HARRIS, Manager

SACRAMENTO, CA 95814 (D†)
916 441-6761
1100 Richards Blvd.
FRED RENNER, Manager, Agriculture
GEORGE ROBERTS, Manager Printing Papers
WARREN V. TRUITT, Manager Industrial - Central Valley
WALT YIP, Distribution Manager

SALT LAKE CITY, UT 84115 (D†)
801 484-4461
2255 South Third Street
GARRY BOWDEN, Distribution Manager
A. W. GOUZENE, Manager Printing Papers
JERRY KENZIE, Manager Industrial

SAN DIEGO, CA (D†)
714 262-1161
1010 West 19th Street
National City, CA
JAMES BONN, Distribution Manager
GEORGE F. CIAMPA, Manager Industrial
E. G. DROLET, Manager Printing Papers

SANTA MARIA, CA 93455 (D†)
805 922-5841
941 West McCoy Lane
ROBERT S. ORACH, Manager

SEATTLE, WA 98108 (D†)
206 764-5000
6301 Airport Way South
BILL FLOTEN, Distribution Manager
DON JOHNSON, Manager Printing Papers
DOUG MOEN, Manager Industrial

SOUTH SAN FRANCISCO,
CA 94080 (D†)
415 589-5577
245 South Spruce Avenue
LEROY COLEMAN, Manager Industrial
PAUL LEIBER, Manager Printing Papers
DAN WEGLEITNER, Distribution Manager

SPOKANE, WA 99202 (†)
509 535-2455
East 3530 Ferry at Freya
MELVIN E. POTTS, Manager

STOCKTON, CA 95205 (D†)
209 466-6744
1551 North Broadway
R. M. MARTINELLI, Manager

WALLA WALLA, WA 99362 (D†)
509 525-6750
1225 West Poplar Street
DONALD L. KEEN, Manager

WENATCHEE, WA 98801 (D†)
509 662-5169
1751-C North Wenatchee Avenue
M. F. CONNOLLY, Manager

YAKIMA, WA 98902 (D†)
509 453-6546
915 Rock Avenue
M. F. CONNOLLY, Manager

DIVISION:

Southern Paper Company
Division of Zellerbach Paper Group (D†)
Headquarters
LEXINGTON, KY 40507
606 252-4991
400 E. Vine Street, Suite 307
ROBERT A. FENING, JR., President
EARL DELOACH, Controller

BRANCHES:

CHATTANOOGA, TN 37401 (P†)
615 624-3384
2005 Riverside Drive
TOM FRANCESCON, Branch Manager

LEXINGTON, KY 40511 (P†)
606 254-7795
1079 Majaun Road
FRAN KEEFE, Branch Manager

KNOXVILLE, TN 37901 (P†)
615 523-8127
1907 Grand Avenue
MIKE POWELL, Branch Manager

LOUISVILLE, KY 40226 (P†)
502 267-8040
11155 Bluegrass Parkway
TIM O'DEA, Branch Manager

GEOGRAPHIC

ALABAMA

Anniston	Anniston Paper & Supply Company
Birmingham	Central Paper Company Inc. City Paper Company Dillard Paper Co. Mac Papers, Inc. Mead Merchants
Dothan	Unijax
Gadsden	Gadsen Paper & Supply Co.
Huntsville	Athens Paper Co. Redstone Paper Co.
Mobile	Dees Paper Company, Inc. MacKinnon Paper Company, Inc. Paper Products Co., Inc. Unijax Warren, J.P. Paper Company, Inc.
Montgomery	Mac Papers, Inc. Weaver Paper Co.
Sheffield	Paper & Chemical Supply Co.
Tuscaloosa	Affiliated Paper Companies, Inc. Warrior Paper & Supply Co.

ALASKA

Anchorage	Alaska Paper Company, Inc. Blake, Moffitt & Towne Frontier Paper Inc. Zellerbach Paper Company
Fairbanks	Blake, Moffitt & Towne

ARIZONA

Glendale	Clampitt Paper Co.
Phoenix	Blake, Moffitt & Towne Butler Paper Co. Carpenter/Offutt Paper, Inc. Century/Best Sanitary Clampitt Paper Dixon Paper Co. Nationwide Papers Reuben, Schneider Co. (The) Wegbreit & Assoc., Inc. WWF-Paper Corp. Zellerbach Paper Group
Tucson	Blake, Moffitt & Towne Butler Paper Co. Century Papers Inc.

ARKANSAS

Forest City	Unijax
Fort Smith	Bancroft Paper Co. of Fort Smith, Inc. CMI/Fort Smith Carpenter Paper Co. of Nebraska Fort Smith Paper Co. Prescotech, A Co. of Tannetics, Inc.
Little Rock	Arkansas Bag & Equipment Co. Butler Paper Co. CMI/Little Rock Fine Papers, Inc. Little Rock Paper Co. Roach Paper Co., Div. of Distribix, Inc. Western Paper Co.
Pine Bluff	Smith Paper Products Co.

CALIFORNIA

Bakersfield	Blake, Moffitt & Towne Zellerbach Paper Group
Berkeley	Conifer Paper Products, Inc.
Beverly Hills	Packaging Services Corp.
Brisbane	Blake, Moffitt & Towne, Div. of Saxon Ind., Inc. Butler Paper Co.
Carson	Carpenter/Offutt Paper, Inc.
Chatsworth	George B. Woodcock & Company
El Centro	Carr Paper Co.
Eureka	Zellerbach Paper Group
Fresno	Blake, Moffitt & Towne Carpenter/Offutt Paper, Inc. Conifer Paper Paper City Zellerbach Paper Group
Hayward	Sunclipse Inc., Company of Northern California
Indio	Carr Paper Company
Inglewood	George B. Woodcock & Company
Lafayette	Affiliated Paper Companies
Los Angeles Metropolitan Area	Blake, Moffitt & Towne Blower Paper Co. (Div. of Carpenter/Offutt Paper Inc. Butler Paper Company Carpenter/Offutt Paper, Inc. Carr Paper Company Compucopy Donill Die Cutting Gerpaco, Inc. Imperial Paper Company Kelly Paper Company Kirk Paper Company, Inc. Landsberg, Kent A. Company Nationwide Papers Package Factory, The Packaging Services Inc. Pak West Paper & Chemical Paper Mart Paper & Plastics Stanley Paper Company, Inc. Taverner & Fricke Trade Paper Co. Valley Cities Paper Co. WWF Corp. - West Western Flexible Packaging Wright Container Geo. B. Woodcock Company Zellerbach Paper Company
Los Angeles	Blake, Moffitt & Towne Butler Paper Co. Case Paper Co. of Calif., Inc. Keldon Paper Co. Kelly Paper Co. Kirk Paper Company, Inc. Nationwide Papers Paper Mart Stanley Paper Co., Inc. Systems Packaging Company, Inc. Taverner & Fricke Trade Paper Co. WWF Corp.-West Zellerbach Paper Group
Milpitas	Paper Materials Co.
Montebello	Western Flexible Packaging Sunclipse, Inc.
Mountain View	Camp Paper & Envelope Co.
National City	Carpenter/Offutt Paper, Inc.
No. Hollywood	Marfred Paper Co.
Oakland	NORCO Paper Co.
Orange	Marfred Industries The Package Factory Spartan Paper Products
Oxnard	Paper & Plastics, Inc.
Pacoima	Marfred Paper Co.
Pomona	Carr Paper Co.
Richmond	Conifer Paper Products, Inc.
Sacramento	Blake, Moffitt & Towne Butler Paper Co. Zellerbach Paper Group
San Bernardino	Blake, Moffitt & Towne
San Diego	Blake, Moffitt & Towne Nationwide Papers Paper City Sunclipse, Inc. WWF Paper Corp. West Zellerbach Paper Group
San Francisco	Blake, Moffitt & Towne Butler Paper Co. Nationwide Papers Zellerbach Paper Group Seaboard Paper Co.
San Jose	Blake, Moffitt & Towne Carpenter/Offutt Paper, Inc. Copysource Northern Paper Distributing Co. Peninsula Paper Company
Santa Ana	Pacific Western Container Pak West Paper & Chemical
San Luis Obispo	San Luis Paper Company
San Marcos	Pak West Paper & Chemical
Santa Maria	Zellerbach Paper Group
San Ramon	Zellerbach Paper Group
Santa Rosa	Butler Paper Company
South San Francisco	Carpenter/Offutt Paper, Inc. Viking Paper Zellerbach Paper Group
Stockton	Blake, Moffitt & Towne Zellerbach Paper Group
Union City	Continental Paper Co.

Van Nuys	Donill Die Cutting Wright Container
Visalia	Caskey Paper Co., Inc.
West Sacramento	Carpenter/Offutt Paper, Inc.

COLORADO

Colorado Springs	Butler Paper Co. Century Paper Dixon Paper Co.
Denver	Blake, Moffitt & Towne Butler Paper Co. Carpenter Paper Co. of Nebraska Century/American Consolidated Packaging, Inc. Dixon Paper Co. Gleason Paper Co. Katzke Paper Co. Nationwide Papers Zellerbach Paper Group
Englewood	Butler Paper Company
Grand Junction	Dixon Paper Co.
Pueblo	Butler Paper Co. Dixon Paper Co.

CONNECTICUT

Bridgeport	Eastern Bag & Paper Co., Inc. Industrial Packg. Systems Munroe, D.F., Co.
Guilford	Affiliated Paper Companies
East Hartford	Harris Paper Lindenmeyr Paper Corp. Munroe, D.F., Co. WWF Paper Company
Hamden	St. Jon Packaging Company, Inc.
Hartford	City Supply & Paper Co. Eastern Paper Co., The Lindenmeyr Paper Corp. Rourke-Eno Paper Co., Inc., The Rourke-Eno Packaging Saxon Paper New England, Div. Blake Moffitt & Towne - East WWF Paper Corp.-New Eng.
Meridan	The Horn Corporation Russell Hall Co.
New Haven	Lindenmeyr Paper Corp. Ris Paper Co., Inc.—New England
North Haven	Chatfield Paper Co., The WWF Paper Company
Norwalk	Industrial Packing Systems (Alling and Cory)
Norwich	Consumers Paper & Supply Corp.
Riverside	Lindenmeyr Paper Corp.
Rocky Hill	Ris Paper Co., Inc.—New England
South Norwalk	Alling & Cory
South Windsor	C.M. Rice
Stamford	Hudson Paper Co., The Impressions Paper & Supply Corp. Nationwide Papers
Stanford	Eastern Paper of N. England
Stratford	Hudson Paper Co. Munroe, D.F. Co.
Wallingport	Horn Corp., The
Waterbury	Dumouchel Paper Co.
West Haven	Carter Rice Storrs & Bement, Inc. Ris Paper Co., Inc. Rourke-Eno Paper Co., Inc., The
Yantic	Arrow Paper & Supply Co., Inc.

DELAWARE

Newark	Galer & Hults Inc.
Wilmington	Advance Paper & Chemical Company First State Paper, Inc. Fulton Paper Co.

DISTRICT OF COLUMBIA

Washington	Freedman, S., & Sons, Inc. Leslie Paper Co. Mudge Paper Co., The Ris Paper Co., Inc.—Washington Stanford Paper Co. Stott, Charles G., & Co., Inc.

FLORIDA

Bradenton	Manatee Paper Co.
Daytona Beach	Atlantic Container Division Central Supply Division Virginia Packaging Supply
Delray Beach	Paper Outlet, The
Fort Lauderdale	Broward Paper & Packaging, Inc. Unijax
Fort Myers	Mead Merchants Unijax
Ft. Pierce	St. Lucie Paper & Packaging, Inc.
Jacksonville	Affiliated Paper Companies Heritage Paper Co., Inc. Mead Merchants Mac Papers, Inc. Palmer Paper Pioneer Paper and Plastics, Inc. Unijax, Inc. Unijax Distributing, Div. of Unijax Inc. Virginia Paper Co.
Medley	WWF Paper Corp.-Florida
Melbourne	WWF Paper Corp.
Miami	Coral Paper Corporation Graco Paper Co. J.M. Sales, Inc. Mac Papers, Inc. Palmer Paper Company Pan American Papers Inc. Paper House Inc., The Polyplast Grey Inc. Saxon Paper Florida, Div. Blake Moffitt & Towne-East Southern Paper Co. Unijax Virginia Paper Co.
North Miami Beach	Bunzl USA Florida, Inc. Dutch Country/American Paper Southern Maintenance Discount Distributors Inc.
Ocala	Colonial Paper Co., Inc.
Orlando	All American Retail Packaging Co. Deltapaper Corporation Southern Heritage Paper Company, Inc. of Orlando Mac Papers, Inc. Mead Merchants Palmer Paper Co. Unijax Virginia Paper Co. WWF Paper Corp.-Florida
Platka	Colonial Paper Co., Inc.
Panama City	Panama City Paper Co.
Pensacola	Unijax
Plantation	A&M Tape & Packaging, Inc.
Punta Gorda	Johnson Wholesale
Riviera Beach	Palm Beach Paper Co., Inc.
St. Petersburg	Unijax
Stuart	Heritage Paper Co., Inc.
Tallahassee	Mac Papers, Inc. Unijax
Tampa	Associated Paper & Supply, Inc. Heritage Paper Co. Mac Papers, Inc. Mead Merchants Palmer Paper Co. Paper House, Inc., The Peninsular Paper Co. Pyramid Paper Co., Inc. Saxon Paper Florida, Div. Blake Moffitt & Towne-East Unijax Virginia Paper Company
West Palm Beach	Palm Beach Paper Co., The Stevens Company Unijax
Winter Park	All American Retail Packaging Co.

GEORGIA

Albany	General Paper Goods Co. Paper Supply Co.
Atlanta	Affiliated Paper Co., Inc. Aussedat Rey, Inc. Camelot Distributing Company Fulton Paper Company, Inc. General Paper Goods Co., Inc. Industrial Paper Corp. Mac Papers, Inc. Mead Merchants Nationwide Papers Norel Packaging Supply Co., Inc. Piedmont National Corporation Sunclipse, Inc. Unijax Virginia Paper Co.

	Wilcox Walter Furlong Paper Co. Wilder Industries, Inc.
Augusta	Augusta Paper Company Dillard Paper Co. Unijax
Blue Ridge	North Georgia Paper & Specialty Co.
Brunswick	Morris-Bancroft Paper & Chemical Corp.
Columbus	Mac Papers, Inc. Unijax
Dalton	Chattanooga Paper & Woodenware Paper
Doraville	Dillard Paper Co.
Lithonia	Associated Paper & Supply, Inc.
Macon	Dillard Paper Co. Unijax
Rome	Chattanooga Paper & Woodenware Paper Dillard Paper Co.
Savannah	Unijax
Valdosta	Unijax
Vidalia	Coleman Paper Co., Inc.

HAWAII

Honolulu	Blake, Moffitt & Towne Zellerbach Paper Group

IDAHO

Boise	Blake, Moffitt & Towne Dixon Paper Co. Western Paper Company Zellerbach Paper Group
Idaho Falls	Blake, Moffitt Towne
Pocatello	Consumers Paper Corporation Zellerbach Paper Group

ILLINOIS

Alsip	Packaging Consultants, Inc.
Aurora	Shorr Paper Products
Bellwood	Russell-Field Paper Co., Inc.
Broadview	La Salle Messinger Paper Co.
Champaign	Bush Bros., Inc.
Chicago Metropolitan Area	AAA Papers Abana Products, Inc. Arvey Paper & Supplies Bermingham & Prosser Co., Hillside Butler Paper Co., Des Plaines Case Paper Co. of Illinois, Inc. Chicago Paper Co. Chukerman Co., The Compucopy Fleetwood Paper Co. Franklin Park Forest-Atwood Paper Co. Elk Grove Village Greenberg Corporation Elk Grove Village Gummed Papers of America, Inc. Excel Paper Div. Inlander-Steindler Paper Co., Elk Grove Interstate Wrapping Products, Co. Iroquois Paper Co. Kenny Paper Co. Knox & Schneider, Inc. Krasny Supply Co. LaSalle Messinger Paper Corp. Lindenmeyr Paper Corporation of Illinois Marvin Envelope & Paper Co. Mead Merchant Group Monarch Box & Paper Co. Montrose Paper, Inc. Murnane Paper Co., Northlake Nationwide Papers, Elk Grove Village O K Papers, Inc., Franklin Park Paper Group, Inc., The PATCO, Inc. Randolph Paper Co. Rotary Paper Manifold Company, Schiller Park Runge Paper Co., Inc., Franklin Park Russell-Field Paper Co., Inc. Bellwood Shorr Paper Products, Inc. Weil, Joseph & Sons Whitaker Carpenter Paper Co.
Countryside	Access Paper & Converting
Decatur	Decatur Paper Company, Div. of Distribix, Inc.
Elgin	Elgin Paper Co.
Elmhurst	Kranz, Inc.
Hillside	Mead Merchants
Glen Ellyn	Packaging Services Corporation
Joliet	Pilcher, Robert, Paper Co.
Kankakee	Kranz, Inc.
Milan	Inlander-Steindler Paper Co.
Morton Grove	Chukerman Company, The
Northfield	Perkins-Goodwin Co., Inc. Zis-Lind Industries, Inc.
Northlake	Murnane Paper Co.
Oaklawn	Rite-Away Paper Points, Inc.
Peoria	Butler Paper Co. Tobey Peoria Paper, Div. of Distribix, Inc.
Quincy	Irwin Paper Co., Div. of Distribix, Inc.
Rockford	Abana Products Inc. Alpine Paper Company Inlander-Steindler Paper Co. Leslie Paper Company Rockford Wholesale Paper Plastic Company
Rock Island	Carpenter Paper Company of Iowa Leslie Paper Company
Schaumburg	Affiliated Paper Companies
Springfield	Capital City Paper

INDIANA

Bloomington	Schnaible Service & Supply Co.
Evansville	Butler Paper Co. Capital-Consolidated, Inc. McMurtry-Martin Papers, Inc. Prescotech, A Co. of Tannetics, Inc.
Fort Wayne	Butler Paper Co. Carpenter Paper of Indiana Fisher Bros. Paper Co. Korte Paper Co., Inc. McMahon Paper Co., Inc. Schnaible Service & Supply Company, Inc. Taylor Martin Papers, Inc.
Hammond	Inlander-Steindler Paper Co.
Hartford City	Mead Merchants
Indianapolis	Acorn Paper & Restaurant Supply Co., Inc. Butler Paper Co. Capital-Consolidated, Inc. Crescent Paper Co., Inc. Copco Papers, Inc. Cordage of Indianapolis Lee Paper Co., Inc. Lesh, C.P., Paper Co. MacCollum Paper Company, Inc. Mead Merchants Ochs Paper Co., Inc. Pritty Pack (Division of Capital Consolidated Schnaible Service & Supply Company, Inc. Taylor Martin Papers, Inc.
Kokomo	Schnaible Service & Supply Co.
Lafayette	Schnaible Service & Supply Co.
Muncie	Jordon Paper Products Inc. Schwartz Paper Co. Inc.
South Bend	Lesh, C.P., Paper Co. Inlander-Steindler I.S.P./Weisberger Schnaible Service & Supply Company, Inc.
Terre Haute	Butler Paper Co. Schnaible Service & Supply Company, Inc.

IOWA

Burlington	Burlington Paper Co.
Cedar Rapids	Baker Paper Company, Inc. Butler Paper Co. Gasway, J.P., Co., Inc. Midwestern Paper Co.
Davenport	Chicago Paper Co., Tri States Division Leslie Paper Co. Peterson Paper Co.
Des Moines	Butler Paper Co. Carpenter Paper Company of Iowa Leslie Paper Co.

	Midwestern Paper Co. National Paper of Iowa
W. Des Moines	Valley Papers, Inc.
Dubuque	Weber Paper Co.
Marshalltown	Shorr Paper Products, Inc.
Mason City	Grippen Paper, Inc.
Sioux City	Carpenter Paper Co. of Nebraska Midwestern Paper Co. Paper Company, The
Waterloo	Iowa Paper Co. Waterloo Paper Company

KANSAS

Kansas City	Butler Paper Co. (Lenexa) Garrett Buchanan Co. Kansas City Div Leslie Paper Co. Midwestern Paper Co. Wayne Paper Co., Inc.
Overland Park	Western Paper Company
Shawnee Mission	Western Paper
Topeka	Midwestern Paper Co. Nationwide Papers
Wichita	Butler Paper Co. Garrett Buchanan Co. Wichita Division Mid Continent Paper Corp. Packaging Services Corporation Paper Sales Inc. Western Paper Co.

KENTUCKY

Covington	Guardian Paper Corp.
Lexington	Athens Paper Company Baumann Paper Company, Inc. Southern Paper Company
Louisville	Anchor Paper Co., The Athens Paper Co. Capital-Consolidated, Inc. Cordage of Louisville Louisville Paper Co., Div. of Distribix, Inc. Mead Merchants Nationwide Papers Prescotech, A Co. of Tannetics, Inc. Southern Paper Co., Division of Zellerbach Paper Group Superior Paper, Inc.
Paducah	Max-Pak, Inc.

LOUISIANA

Alexandria	Bancroft Paper Co., Inc. Butler Paper Co. (Baton Rouge) CMI/Alexandria
Bastrop	Parker Wholesale Paper Inc.
Baton Rouge	Bancroft Paper Co., Inc. Butler Paper Co. CMI/Baton Rouge General Paper Co., Inc.
Bosier City	The Paper Shack & Container Store, Inc.
Hanahan	Fine Papers Inc.
Lafayette	Bancroft Paper Co., Inc. Butler Paper Co. CMI/Lafayette
Mataire	Marks Paper Co.
Monroe	Bancroft Paper Co., Inc. CMI/Monroe Southland Wholesale Distributors, Inc.
New Orleans	Advance Paper Company, Inc. CMI/New Orleans D & W Paper Co., Inc., The Diamond Paper Company Graphic Papers, Inc. Mac-Pak, Inc. Marks Paper Company Palmer Paper Co. Pelican Paper Co., Inc. Southern Paper Co., Ltd. Unijax
Shreveport	Bancroft Paper Co., Inc. Butler Paper Co. CMI/Shreveport Fine Papers of Shreveport The Paper Shacks Virginia Paper Co. Western Paper Co.

MAINE

Auburn	Reed Paper Co., Inc.
Bangor	Reed Paper Co., Inc. Superior Paper Products, Inc.
Lewiston	Reed Paper Co., Inc.
Portland	Rice, C.M., Paper Co. Robinson, C.H., Paper Co. Superior Paper Products, Inc.
Westbrook	Munroe, D.F. Co.

MARYLAND

Baltimore	Baltimore-Warner Paper Co., Inc. Barton, Duer & Koch Paper Co., The Butler Paper Co. Kayboys Empire Paper Co., The Leonard Paper Co. Monumental Paper Co. Mudge Paper Co., The Nationwide Papers Porters Supply Co. Ris Paper Company, Inc. — Washington White-Rose Paper Co., Inc.
Capitol Hts.	Ris Paper Co. Inc. — Washington
Cheverly	Barton, Duer & Koch Paper Co. Butler Paper Co. (Wash., D.C.)
Columbia	Garrett-Buchanan Company Wilcox, Walter Furlong Paper Co.
Hagerstown	Antietam Paper Co., The Weiss Brothers of Hagerstown, Inc.
Hanover	Norel Paper Corporation
Landover	Cantwell-Cleary Co., Inc. Freedman, S., & Sons, Inc. Mudge Paper Co., Inc. Norel Paper Corp. Parsons, Frank, Paper Co. Stanford Paper Co. Unijax Virginia Paper Co.
Rockville	Unijax
Salisbury	Old Dominion Paper Co., Div. of Dillard Paper Co.
Savage	Acme Paper & Supply Co., Inc.
Timonium	Unijax

MASSACHUSETTS

Auburn	WWF Paper Corp.-New England
Ayer	The Horn Coporation
Bedford	St. Jon Packaging Co., Inc.
Beverly	Atlantic Papers
Boston Metropolitan Area	Carter Rice Storrs & Bement, Inc. Dowd Company, Inc. The Empire Paper Corp. Lindenmeyr Paper Co., Inc. Munroe, D.F. Co., Inc., Wilmington Ris Paper Co., Inc.—New England Robinson, C.H. Paper Company, Woburn Saxon Paper New England, Div. Blake Moffitt & Towne-East White Rose Paper Co., Inc. Whitney Brothers, Inc. Wyman, Donald, Inc. WWF Paper Corp.-New England
Brockton	Campbell, J.C., Paper Co.
Canton	H.T. Berry Co., Inc. Lindenmeyr Paper Corp.
Charleston	WWF National
Chelsea	Industrial Wiper Supply & Paper Co.
Danvers	Danvers Paper Co.
Foxboro	Set Point Paper Co., Inc.
Framingham	Chatfield Paper Company Saxon Paper New England, Div. Blake Moffitt & Towne-East
Gardner	Symons Paper Co., Inc.
Haverhill	Koffman Products Inc. Star Paper Company, Inc.
Holyoke	Judd Paper Co. Plymouth Paper Co., Inc.
Lawrence	Berger, H., Co., The
Lowell	Proctor Paper Co.
Lynn	J. Stone & Company, Inc.
Mansfield	Munroe, D.F., Co.

Needham	Bret Packaging Co.
North Adams	A. Ashkar Sales Company
N. Wilmington	Munroe, D.F., Co.
Pittsfield	Brigham, C.T., Co.
Randolph	Century Paper Co., Inc., The
Salem	Salem Paper Co. (Corp.)
Springfield	Carter Rice Storrs & Bement Inc. Standard Paper & Merchandise Co., Inc. Rourke-Eno Paper Co., Inc., The
Somerville	Arrow Paper Corporation
Stoughton	Silbert Paper Co., Inc.
West Springfield	Carter Paper Co. Chatfield Paper Co., The (Massachusetts Division) Rourke-Eno Paper Co., Inc., The
Westfield	Matthias Paper Corporation
Wilmington	Munroe, D.F., Co. Rourke-Eno Paper Co., Inc., The
Winchester	Ingalls, Cronin Co.
Woburn	Atlas Paper Company Dowd Company, Inc., The Robinson, C.H., Paper Co.
Worcester	Butler-Dearden Paper Service Inc. Campbell, J.C., Paper Co. Carter Rice Storrs & Bement, Inc. Rourke-Eno Paper Co., Inc., The

MICHIGAN

Alpena	Steinder Paper Co.
Auburn Hts.	Liberty Paper & Bag Co.
Benton Harbor	Thayer Inc.
Birmingham	Ambrose Inc.
Detroit	Chope-Stevens Paper Company Copco Papers, Inc. Liberty Paper & Bag Company Mead Merchants Mellocraft Company, The Nationwide Papers Seaman-Patrick Paper Co. Standard Paper Union Paper Company, Div. of Blake Moffitt & Towne-East Whitaker Carpenter Paper Co.
Flint	Mead Merchants
Grand Rapids	Carpenter Paper Company Lowe Packaging Services, Inc. Quimby-Walstrom Paper Co. Steindler Paper Co.
Jackson	Fisher Bros. Paper Co. Steindler Paper Company
Kalamazoo	Mead Merchants Paper Points of Kalamazoo Star Paper Co. Steindler Paper Co. Taylor Martin Papers, Inc.
Lansing	Butler Paper Co. Carpenter Paper Company Copco Papers Dudley Paper Company Div. Copco Papers, Inc. Triquet Paper Co.
Livonia	Butler Paper Co.
Madison Heights	American Paper Co.
Muskegon	Nichols Paper & Supply Co. Steindler Paper Co.
Petoskey	Steindler Paper Co.
Portage	Carpenter Paper Company
Saginaw	Copco Papers Dudley Paper Company Div. Copco Papers, Inc. Nagel Paper & Box Company Reid Paper Co. Michigan Paper Company
Troy	Packaging Services Corporation

MINNESOTA

Austin	Schilling Paper Co., Inc.
Duluth	Duluth Paper & Specialties Co.
Mankato	Paper Service Co., Inc.
Minneapolis	Butler Paper Co. Holmberg Company Inc. Johnson Paper & Supply Co. Leslie Paper Co. Mead Merchants Nationwide Papers Turnquist Paper Co. Wilcox Paper Co.
Rochester	Butler Paper Co. Schilling Paper Co.
St. Paul	Anchor Paper Company Apache Paper Co. Butler Paper Co. Inter-City Paper Co. Leslie Packaging

MISSISSIPPI

Columbus	Newell Paper Co.
Greenwood	Bancroft Paper Co. of Greenwood
Gulfport	Gulfport Paper Co., Inc.
Jackson	Bancroft Paper Co., Inc. CMI/Jackson Cardinal Paper Company Central Paper Co., Inc. Fisher Bros. Paper Jackson Paper Co.
Laurel	Bancroft Paper Co., Inc.
Meridian	Newell Paper Co.
Natchez	Bancroft Paper Co., Inc.
Tupelo	Mississippi Paper Co.

MISSOURI

Florissant	Distribix, Inc.
Hazelwood	Packaging Consultants, Inc.
Joplin	Butler Paper Co.
Kansas City	Mead Merchants Mid Continent Paper Nationwide Papers Paper Supply Company, The
N. Kansas City	Lee Paper Co. Mead Merchants Midwestern Paper Co. Nationwide Papers Tobey Fine Papers of Kansas City, Div. of Distribix, Inc.
St. Joseph	Lee Paper Company Sheridan-Clayton Paper Co.
St. Louis	Beacon Paper Co. Bellerive Paper Co. Butler Paper Co. Central States Diversified, Inc. The Label Co., Inc. Lee Paper Company, Inc. Mead Merchants Midwestern Paper Nationwide Papers Renard Paper Co. Ropak Royal Papers, Inc. Sheridan-Clayton Paper Co. St. Louis Paper & Box Co., Inc. Shaughnessy-Kniep-Hawe Paper Co., Smith-Scharff Supply/Service, Inc. Tobey Fine Papers, Div. of Distribix, Inc.
Springfield	Leslie Paper Co. Midwestern Paper Co. Nationwide Papers

MONTANA

Billings	Carpenter Paper Co. of Nebraska Dixon Paper Co. Western Paper Co.
Great Falls	Carpenter Paper Co. of Nebraska Zellerbach Paper Group
Missoula	Carpenter Paper Co. of Nebraska

NEBRASKA

Grand Island	Carpenter Paper Co. of Nebraska Nogg Paper Co.
Lincoln	Carpenter Paper Co. of Nebraska Western Paper Co.
Omaha	Butler Paper Co. Carpenter Paper Co. of Nebraska Field Paper Co. Leslie Paper Co. National Paper Company, Inc. Nogg Brothers Paper Co. Omaha Paper Co. Western Paper Co.

NEVADA

Las Vegas	Carpenter/Offutt Paper Inc.

	Western Paper Co. Zellerbach Paper Group
Reno	Blake, Moffitt & Towne Butler Paper Co. Zellerbach Paper Group
Sparks	Dixon Paper Zellerbach Paper Group

NEW HAMPSHIRE

Concord	Rice, C.M., Paper Co. Ris Paper Co., Inc.—New England
Laconia	Goodwin-Robbins Paper Co.
Keene	Keene Industrial Paper Co., Inc.
Manchester	Central Paper Products Co. Manchester Paper Supply Munroe, D.F., Co.
Portsmouth	Portsmouth Paper Co., Inc.
Rochester	RJ Sylvain, Inc.

NEW JERSEY

Bayonne	Allied Paper Products Company Liberman, J., Co., Inc.
Bernardsville	McShane Packaging C.G. Winans Company
Bloomfield	Fidelity Paper & Supply Co.
Bogota	Norel Paper Corporation
Brunswick	C.G. Winans Company
Cherry Hill	Parker Paper Products, Inc.
Clifton	Major Paper Converters, Inc. Regal Envelope Royal Paper of N.J., Inc.
East Orange	National Paper Company of N.J.
East Rutherford	Alcor Graphics Bulkley Dunton Linde Lathrop, Inc.
Edison	Allied Paper Products Company
Hillside	Marking Development Corp. Mooney-General Paper Co.
Moonachie	Heller & Usdan, Inc. Valiant Paper & Packaging Co., Inc.
Morristown	Greenson Paper Co., Inc.
Neptune City	South Shore Paper Inc.
Newark	Central Paper Company Lewmar Paper Co.
New Brunswick	Jersey Paper Co.
Paterson	Passaic-Bergen Paper Co. Paterson Card & Paper Co.
Pennsauken	Garden City Paper International Paper Quick Ris Paper Co.
Pleasantville	City Supply Co., Inc.
Ridgewood	Strype, Fred C., Inc.
Rutherford	Alcor Graphics Lindenmeyr National Corporation Lindenmeyr Paper Corporation
Short Hills	Bunzl Corporation
Thorofare	Norel Paper Corporation
Trenton	Central Paper Company Crest Paper Products JB Papers, Inc. Winans-Reliance Corp.
Union	J.B. Papers, Inc.
Vineland	South Jersey Paper Products Co. Winans-Carter Corp.
West Caldwell	Hudson City Paper Company
Westmont	Buff-Henley, Inc.
Williamston	C.G Winans Co.
Woodbridge	Russell-Field Paper Co., Inc.

NEW MEXICO

Albuquerque	Cardinal Paper Company Dixon Paper Co. Nationwide Papers

NEW YORK

Albany	Alling and Cory Empire Paper Corp. Hudson Valley Paper Co. Ris Paper Co., Inc. - New England Rourke-Eno Paper Co., Inc., The Smith, W.H., Paper Corp.
Astoria	Gould Paper Corporation
Auburn	Johnston Paper Co., Inc.
Binghamton	Binghamton Paper Co., Div. of Seneca Paper Co. Hudson Valley Paper Co.
Brentwood	Alliance Paper & Packaging Co., Inc.
Brooklyn	AA Supplies Inc. Burke Supply Co., Inc. Great Atlantic Paper Packaging Corp. National Paper & Packaging, Inc.
Buffalo	Alling and Cory Buffalo Paper & Twine Co., Inc. Calabrese Bros., Inc. Chudy Paper Co., Inc. Hubbs & Howe Co., Inc. Kirkholder & Rausch Co., Inc. Mead, D.J. & Sons Murphy Paper Co., Inc. Prescotech, A Co. of Tannetics, Inc. Seneca Paper Co.—Buffalo Division Unicorn Paper Co.
Elmira	Bond/Queen City Horwitz Paper & Packaging Co. of Elmira, New York, Inc.
Endwell	Hudson Valley Paper Co.—Binghamton
Farmingdale	Communication Paper Corp.
Garden City	Ris Paper Co., Inc.
Glens Falls	Leland Paper Co., Inc. Softco Inc.
Hamburg	Alcor Envelope Co., The
Hewlett	Direct Packaging Inc.
Horseheads	Mead, D.J. Waight Paper and Pkg.
Huntington Station	JB Papers, Inc.
Kingston	Spiegel Bros. Paper Co., Inc.
Liverpool	Softco, Inc.
Long Island City	Alling & Cory Andrews/Nelson/Whitehead
Maspeth	Canover Industries, Inc. E. Greene and Co. Viking Criterion Paper Corp
New Rochelle	Impressions Paper & Supply Corp. Manslo Supply Corp.
New York City Metropolitan Area	A.E. Macadam Alling & Cory Aldine Paper Co. Allan & Gray Corp. Andrews/Nelson/Whitehead Aquatex Paper Corp. Baldwin Paper Company Baron-Batz Paper Company Bermco Blake, Moffitt & Towne-East Bloch Bros. Paper Co., Inc. Bulkley Dunton Linde Lathrop, Inc. Burke Supply Co., Inc. Capital Paper Co., Inc. Carlyle Paper Co. Case Paper Co., Inc. Clifford-Gould Paper Corp. Congress Paper Corp. Crestwood Paper Co., Inc., Div. of Willmann Paper Company, Inc. Crown Products Co. Duplicating Papers, Inc., Div. of Willmann Paper Co., Inc. EPC Distributors, Inc. DBA/ Elaine Products Co., Inc. Elish, Harry, Paper Co., Inc. GWM Industries, Inc. Goldman, G.B., Paper Co. Gould Paper Corp. Grayco Products Corp. Greene, E., & Company Harlem Paper Products Corp. Hobson Miller Paper Co., Inc. Div. of Blake Moffitt & Towne-East Hudson City

	Hudson Valley Paper Co. Hunter Paper Co. Imperial Bag & Paper Co., Inc. J.B. Papers, Inc. Lindenmeyr Paper Corp. Majestic Paper Corp. Millar, Geo. W., & Co., Inc. Mooney General Paper Mutual-Precision Co. (Division of Wittcoff Paper Co., Inc.) National Paper & Packaging Inc. Norel Paper Corp. Olympic Paper Co., Inc. Paper Corp. of United States Paper Enterprises, Inc. Penn Jersey Paper Co. Perkins-Goodwin Co., Inc. Prescotech, A Co. of Gerlach Ind., Inc. Queensboro Paper Corp. Presto Paper Co., Inc. R & D Paper Co., Inc. Ris Paper Co., Inc. River House Distrib. Div. of Arena Develop of Fulton Inc. Robert Paper Co., Inc. Royal Paper Corp. Saxon Industries, Inc. Saxon Paper Corp. of New York Selig Paper Co. Siclare, Cross/New York, Inc. Tappan Supply Tradeway International Corporation Triangle Marketing Corp. Triangle Trading Company Viking Criterion Paper Corp. (Distribution of Industrial Packaging Materials & Equipment) Walker Goulard Plehn Co., Inc. Willmann Paper Co., Inc. WWF Paper Co.
North Tonawanda	Azerty
Plattsburg	Buck, L.H., Co., Inc.
Poughkeepsie	Sofco, Inc.
Rochester	Alling and Cory Economy Paper Co. Hubbs & Howe Co., Inc. Kolko Paper Co., Inc. Prescotech, A Co. of Tannetics, Inc. RMA/Kolko Corporation Rochester Paper Co., Inc. Seneca Paper Company Mead, D.J.
Scotia	Sofco, Inc.
Syracuse	Alling and Cory Miller Paper Co., Div. Seneca Paper Co. Wilcox Paper Co.
Tonawanda	Hy-Grade Distributors, Inc.
Utica	Alling and Cory Miller Paper Co. Sofco, Inc.
Westbury	Grayco Products Corp.
Victor	Allchin Paper Co.
Yonkers	Crown Products Co.

NORTH CAROLINA

Asheville	Henley Paper Co. Standard Paper Sales Co., Inc. Unijax
Charlotte	Carolina Paper & Builders Materials, Inc. Case Paper Co., Inc. Caskie Paper Co., Inc. Charlotte Paper Co. Dillard Paper Co. Henderson-Gilmer Paper Co. Henley Paper Co. Snyder Paper Corp. Unijax Virginia Paper Co. Wilcox Walter Furlong Paper Co.
Durham	Brame Specialty Company, Inc.
Fayetteville	C.A. Adams & Sons Caskie Paper Company, Incorporated
Greensboro	Dillard Paper Co. Henley Paper Co. Morrisette Paper TarHeel Paper & Supply Co. Unijax Virginia Paper Co. Wilcox Walter Furlong Paper Co.
Hickory	General Paper Company Henley Paper Co. Morrisette Paper Company Snyder Paper Corp.
High Point	General Paper Co. Henley Paper Co. Mattias Paper Co. Snyder Paper Corp.
Lumberton	Image Supply Inc.
Raleigh	Dillard Paper Co. Henley Paper Co. Morrisette Paper Co. Norris, Garland C., Co. Snyder Paper Corp. Unijax Virginia Paper Company Wilson, B.W., Paper Co., Inc.
Reidsville	Morrisette Paper Company
Rocky Mount	Brame Specialty Company, Inc.
Skyland	Henley Paper Co.
Wake Forest	Welsh Paper Company
Wilmington	Brame Specialty Company, Inc. Dillard Paper Co. Unijax
Winston-Salem	Dillard Paper Co. Norel Paper Corporation

NORTH DAKOTA

Bismarck	Fargo Paper Co.
Fargo	Butler Paper Co. Dacotah Paper Co. Fargo Paper Co. Leslie Paper Co. Western Paper Co.
Grand Forks	Fargo Paper Co.
Minot	Fargo Paper Co.

OHIO

Akron	Alling and Cory Brewer-Chilcote Paper Co. Mead Merchants Millcraft Paper Co., The Prescotech, A Co. of Tannetics, Inc. Rohner Distributors, Inc.
Beachwood	Max-Pack (Div. Western Reserve Pkg., Inc.)
Bowling Green	Fisher Bros. Paper Co.
Canton	Conley, M., Co., The Herrington Paper Co., Inc., The U.S. Distributors
Chagrin Falls	Packaging Services Corporation
Cincinnati	Anchor Paper Co. Camelot Distributing Co. W.E. Buehler Paper Co. Cincinnati Cordage & Paper Co., The Diem & Wing Paper Co., The Guardian Paper Corp. Mead Merchants Mellocraft Co., The Nationwide Papers Paper Corporation of U.S. Paragon Paper Corp., The
Cleveland	Alling and Cory Bond Paper Co. Brewer-Chilcote Paper Co. Cleveland Paper Company Copco Papers, Inc. Dyna-Pak (Div. of Bond Paper Co.) Gascon Paper Co. Globe Paper Co., The Max-Pack Mead Merchants Millcraft Paper Co., The National Paper & Packaging Co.
Columbus	Capital-Consolidated, Inc. Copco Envelope and Converting Division Copco Papers, Inc. Cordage of Columbus Cottingham Paper Company Diem & Wing Paper Company, The Hull Paper Company Mead Merchants Millcraft Paper Company

	National Paper & Packaging Co. Packaging & Handling Supplies Richards & Simmons, Inc. Sterling Paper Co. Supermarkets Consultants, Inc.
Dayton	Copco Papers, Inc. Cordage of Dayton Cordage Packaging Diem & Wing Paper Company, The Hull Paper Company I Supply Co. Mead Merchants Packaging & Handling Supplies Company
Defiance	Mellocraft Company, The
Findlay	Copco Tape and Label Div. Union Paper & Twine Mead Merchants
Mansfield	Sterling Paper Co.
Springfield	I Supply Co.
Toledo	Alling and Cory Butler Paper Co. Cannon Paper Company Commerce Paper Co., The Copco Papers, Inc. Mellocraft Company, The Millcraft Paper Co., The Ohio & Michigan Paper Co., The
Warren	Berk Paper & Supply
Westerville	Packaging Services Corporation
Youngstown	Hearn Paper Company, The

OKLAHOMA

Ada	Ada Paper Co.
Oklahoma City	Butler Paper Co. Cardinal Paper Company Carpenter Paper Co. of Nebraska Consolidated Packaging, Inc. Garrett & Buchanan, Oklahoma City Div. Mead Merchants Oklahoma Paper Co. Western Paper Co.
Tulsa	Beene Paper Co. Carpenter Paper Co. of Nebraska Mead Merchants Southwest Paper Co., Inc. Tayloe Paper Co. Western Paper Co.

OREGON

Beaverton	Kaplan Paper Co.
Bend	Supplyways, Inc.
Portland	Blake, Moffitt & Towne Carpenter/Offutt Paper, Inc. Supplyways, Inc. Zellerbach Paper Group
Eugene	Blake, Moffitt & Towne Zellerbach Paper Group
Medford	Blake, Moffitt & Towne
Salem	Supplyways, Inc.

PENNSYLVANIA

Allentown	Alling and Cory Beck Packaging Corporation G.A. Rinn Paper Co., Inc. Garrett-Buchanan Co. Klein Paper Co. Lehigh Valley Paper Corp. Penn State Paper & Box Co. Ris Paper Co., Inc.—Pennsylvania
Andalusia	Paper Merchants, Inc.
Bala Cynwyd	WWF Paper Corporation
Bensalem	Paper Merchants
Bethlehem	Wilcox Walter Furlong Paper Co.
Douglassville	Packaging Services Corporation
Easton	Fuller Paper Co.
Erie	Alling and Cory Commercial Distribution Assoc., Div. of Hammermill Distribution Group Hubbs & Howe Co., Inc. Lemac Packaging, Inc. Mead, D.J., & Sons Millcraft Paper Co. Prescotech, A Co. of Tannetics, Inc.
Fort Washington	Springfield Paper Specialties
Girard	Paragon Packaging Products, Inc.
Hanover	Colony Papers, Inc.
Harrisburg	Alling and Cory Butler Paper Co. Harrisburg Paper Company Paper Distributors, Inc. Wilcox Walter Furlong Paper Co.
Homestead	John Groves Co.
Horsham	Galer & Hults Inc.
Huntingdon Valley	The Paper Factory
Johnstown	Morris Paper Co.
King of Prussia	Atlantic Paper Company
Lancaster	Garrett-Buchanan Co. Hershey Paper Co. Lindenmeyr Paper Company United Twine & Paper Co.
Lansdale	Penn Valley Chemical Co.
McKees Rocks	Darragh Paper Co.
McMurray	Affiliated Paper Companies
Mt. Penn	Weiss Paper Co., Inc.
Palmer	Fuller Paper Co., Inc.
Philadelphia Metropolitan Area	Alling and Cory Clinton Envelope & Paper Co. Commercial Card & Paper Co. Copysource, Div. of Garrett-Buchanan Deltapaper Corporation Dubin Paper Eagle Paper Co. Enterprise Paper Co., Inc. Garrett-Buchanan Co. Goldman, G.B. Paper Co. Grant Paper Co. Harco Paper Co. Industrial Packaging Systems—Technical Papers (Alling Cory) Killhour, W.B. & Sons, Inc. Lesco Paper & Box Co. Lindenmeyr National Corporation Lindenmeyr Paper Company Miller, Simon Sales Co. Molten Paper Co., Inc. Penn Jersey Paper Co. Shore Paper Co. Walter, S., Packaging Corp. Whitemarsh Paper & Specialties Co. Whiting Patterson Co., Inc. Wilcox Walter Furlong Paper Co. Wilder Industries, Inc.
Pittsburgh Metropolitan Area	Alling and Cory Bennett Paper Company Copco Papers, Inc. Darragh Paper Co. General Paper Mead Merchants Morris Paper Co. Paper Products Co., Inc.
Newton Square	Russell-Field Paper Co., Inc.
Reading	M.J. Earl, Inc. Garrett-Buchanan Co. Weiss Paper Co., Inc.
Red Lion	Jedco Paper Corp.
Scranton	Alling and Cory Wilcox Walter Furlong Paper Co.
Southampton	Harco Paper Co.
Springfield	Fulton Paper Co.
Wayne	Bentley Paper Corp. Paper Corporation of America
West Lawn	Weiss Paper Co., Inc.
Wilkes-Barre	Union Paper & Supply Co.
Williamsport	Williamsport Paper Co.
Yeadon	Matthias Paper Corp.
York	Andrews Paper House of York, Inc. Colony Papers, Inc. Killhour, W.B., & Sons, Inc. Mudge Paper Co., The Quaker City Paper & Chemical Co.

RHODE ISLAND

Cranston	The P.J. Fox Paper Company, Inc.
East Providence	Rourke-Eno Paper Co., Inc., The
Lincoln	Roberts Paper Co.
Pawtucket	Carter Rice Storrs & Bement, Inc.
Providence	Chatfield Paper Co. Providence Paper Co. Ris Paper Co., Inc.—New England Saxon Paper New England, Div. Blake Moffitt & Towne-East
Warwick	Lyons & Morrison Paper Co., Div. of Wilcox Walter Furlong Paper Pioneer Stimpson

SOUTH CAROLINA

Charleston	Charleston Paper Company Unijax
Charlotte	Caskie Paper Company Mac Papers Co.
Columbia	Columbia Paper Company Dillard Paper Co. Kelly Paper Co. Unijax Virginia Paper Co.
Greenville	Caskie Paper Company, Inc. Dillard Paper Co. Henley Paper Co. Mac Papers, Inc. Unijax
Lexington	Carolina Retail Packaging, Inc.

SOUTH DAKOTA

Aberdeen	Fargo Paper
Rapid City	Paper Company, The
Sioux City	Paper Company, The
Sioux Falls	Butler Paper Company EMSCO Industries, Inc. Leslie Paper Co. Paper Company, The

TENNESSEE

Chattanooga	Advance Paper Company Athens Paper Company Chattanooga Paper & Woodenware Company Mead Merchants Southern Paper Company
Cleveland	Chattanooga Paper & Woodenware Company
Cookeville	Chattanooga Paper & Woodenware Company
Jackson	Unijax
Knoxville	Cordage of Knoxville Dillard Paper Co. Mead Merchants Southern Paper Company
Memphis	Butler Paper Company Magnolia Paper & Janitor Supply Co., Inc. Mead Merchants Myers, Mayer, Paper Co. Nationwide Papers Paper Products Co. Roach Paper Co., Div. of Distribix, Inc. Summerfield Paper Co. Unijax Western Paper Co.
Murfreesboro	Chattanooga Paper & Woodenware Company
Nashville	American Paper & Twine Co. Athens Paper Company Cordage of Nashville Mead Merchants Unijax

TEXAS

Abilene	Matera Paper Co. Mayfield Paper Co.
Amarillo	Carpenter Paper Co. of Nebraska Dixon Paper Co Kerr Paper Co. Roberts Paper Co.
Arlington	Nationwide Papers
Austin	Bancroft Paper Co. of Texas, Inc. Century Papers Clampitt Paper Co Lone Star Paper Co., Inc. Matera Paper Co. Monarch Paper Co. Moore Paper Companies Pollock Paper Distributors (Austin Chemical Co. Div.) Southern State Gift Wrap (Austin)
Beaumont	Century Papers, Inc.
Corpus Christi	Bancroft Paper Company of Texas, Inc. Butler Paper Co. Century Papers, Inc. Packaging Services Corp.
Dallas	"A" Sales, Inc. Affiliated Paper Companies Artex-Lane Company, Inc. Beavers Papers, Inc. Bond/Queen City Butler Paper Co. Century Papers, Inc. Clampitt Paper Co. Dyna-Pak, (Division of Bond Paper Co.) Gould Paper Corporation Kaymac Paper Co. Leslie Paper Co. Lind Paper Co. Monarch Paper Co. Moore Paper Companies Nationwide Papers Palmer Paper Co. Paper Tech, Inc. - Pollock Paper Distributors Ropak of Texas Texas Paper Company The Paper Shack
El Paso	Century/Best Sanitary Dixon Paper Co. Nationwide Papers
Fort Worth	Butler Paper Co. Clampitt Paper Co. of Fort Worth Lind Paper Co. Monarch Paper Co. Nationwide Papers Pollock Paper Distributors O-K Paper Center (Olmsted-Kirk)
Garland	Nichols Paper Company, Inc.
Grand Prairie	Pollock Paper Distributors Pollock Corrugated Containers
Harlingen	Bancroft Paper Co. of Texas, Inc.
Houston	Alling & Cory Beavers Papers, Inc. Bosworth Papers, Inc. Butler Paper Co. Century Papers, Inc. Clampitt Paper Co. of Houston Monarch Paper Co. Moore Paper Companies Nationwide Papers Olmsted-Kirk Paper Co. of Houston Palmer Paper Co. Pollock Paper Distributors Redi-Packaging, Inc. Western Packaging, Inc.
Laredo	Century Papers, Inc.
Longview	CMI/Longview
Lubbock	Bancroft Paper Co. of Texas, Inc. Carpenter Paper Company of Nebraska Dixon Paper Co. Mayfield Paper Co. Pollock Paper Distributors
Lufkin	CMI/Lufkin
McAllen	Century Papers, Inc.
Midland	Bancroft Paper Co. of Texas, Inc.
Nederland	Bancroft Paper Co. of Beaumont, Inc.
Odessa	Kerr Permian Matera Paper Co.
Port Arthur	Bogel Sales, Inc.
San Angelo	Mayfield Paper Co.
San Antonio	Bancroft Paper Co. of Texas, Inc. Butler Paper Co. Cardinal Paper Company Century Papers, Inc. Clampitt Paper Co. of San Antonio Matera Paper Co. Monarch Paper Co. Nationwide Papers Palmer Paper Co. Pollock Paper Distributors Western Paper
Sherman	CMI/Sherman
Texarkana	CMI/Texarkana
Tyler	Bancroft Paper Company, Inc. Butler Paper Company CMI/Tyler
Waco	Bancroft Paper Co. of Texas, Inc. Butler Paper Co. Lind Paper Co.
Wichita Falls	Empire Paper Co. Paper Service Company Div. of Pollock Paper Distributors

UTAH

Salt Lake City	Blake Moffitt & Towne Dixon Paper Co. Western Paper Co. Zellerbach Paper Group

VERMONT

Burlington	Hudson Valley Paper Co.

	McApco, Div. of McAuliffe Inc. Saxon Paper New England, Div. Blake Moffitt & Towne-East Lindenmeyr Paper Corp. of Vermont
Rutland	The Foley Distributing Corporation
White River Junction	White River Paper Co.
Williston	Hudson Valley Paper Company-Burlington

VIRGINIA

Alexandria	Unijax
Bristol	Dillard Paper Co.
Chesapeake	Wilson, B.W., Paper Co.
Fairfax	Unijax
Hearndon	Virginia Pckg. Supply Co.
Lynchburg	Caskie Paper Co., Inc. Dillard Paper Co.
McLean	Virginia Packaging Supply Co.
Merrifield	Diamond Paper Corp.
Newport News	Camelot Distributing Co.
Norfolk	Gordon Paper Co., Inc. Old Dominion Paper Co., Div. of Dillard Paper Co. Unijax
Richmond	Caskie Paper Co. Cauthorne Paper Co., Inc. Dillard Paper Co. Ris Paper Company, Inc.—Washington Unijax Virginia Paper Co. Wilcox Walter Furlong Paper Co. Wilson, B.W. Paper Co., Inc.
Roanoke	Dillard Paper Co. Unijax
Springfield	Crown Supply Inc.
Tidewater	Virginia Paper Co.
Waynesboro	Hathaway Paper Co.
Winchester	Unijax

WASHINGTON

Bellingham	West Coast Paper Company
Clarkston	Union Paper Company
Everett	Everett Wholesale Paper Co. West Coast Paper Company
Kent	Western Paper Company
Pasco	West Coast Paper Company
Port Angeles	Olympic Paper Company Div. of West Coast Paper Company
Redmond	West Coast Paper Company
Renton	Carpenter/Offutt Paper, Inc. Service Paper Company
Seattle	Acme Pacific Paper Co. Blake, Moffitt & Towne Kaplan Paper Co. Div. Seattle Packaging Corp. Paper Mills Agency, Inc. West Coast Paper Co. Zellerbach Paper Group
Spokane	Blake, Moffitt & Towne McGinnis Independent Paper Company Zellerbach Paper Group
Tacoma	Allied Paper Co., Inc.
Walla Walla	Zellerbach Paper Group
Wenatchee	Zellerbach Paper Group
Yakima	Blake, Moffitt & Towne Zellerbach Paper Group

WEST VIRGINIA

Beckley	Unijax
Charleston	Alling and Cory Copco Papers, Inc. Unijax
Clarksburg	Wilson, R.D., Sons & Co.
Fairmont	Alling and Cory
Huntington	Unijax
Morgantown	West Virginia Paper, Inc.
Ona	Cordage of Huntington
Parkersburg	The Paper Shack, II Unijax
Wheeling	Alling and Cory Clarke Paper Co. The Paper Shack, I

WISCONSIN

Appleton	American Fine Paper Combined Pkg. Inc. Leslie Paper Company Packaging Services Corporation Reliable Paper Co. Universal Paper Corp. Whitaker Carpenter Paper Company Woelz Paper Co., Inc.
Eau Claire	Northwest Wholesale Supply Co. Schilling Paper Co.
Green Bay	Butler Paper Co. Steen-Mack Paper Co.
LaCrosse	Schilling Paper Company, Inc. Universal Paper Corporation
Madison	Butler Paper Co. Inlander-Steindler Paper Co. Leslie Paper Company Universal Paper Corporation
Menasha	United Paper Corp.
Milwaukee	H.M. Bouer Paper Co. Butler Paper Co. Hope Dispensing Systems Inlander-Steindler I.S.P./Strauss Kranz, Inc. Leslie Paper Company Nationwide Papers Reliable Paper Co. Whitaker Carpenter Paper Co. Wisconsin Paper & Products Co.
Neenah	R.L. Hess Co.
New Berlin	Universal Paper Corp.
Port Edwards	Butler Paper Co.
Racine	Kranz, Inc.
Waukesha	Dralle Paper Co., Inc.
Wauwatosa	Milwaukee Paper Company
Wausau	Central Wisconsin Paper Company, Inc.
Wisconsin Rapids	Butler Paper Co.

PUERTO RICO

San Juan	American Paper Corp. Garriga Trading Co., Inc.

INTERNATIONAL

AUSTRALIA

New South Wales

Alexandria	The Paper House
Lane Cove	National Paper Marketing Council Paper House, The

BELGIUM

Kobbegem	Haseldonckx

CANADA

Alberta

Calgary	Barber-Ellis, Div. of Barbecon Inc. CIP Daxion Inc. Coast Alberta Papers Division Crown Paper Paper Shoppe (The) Price Wilson Division of Inter City Papers Limited
Edmonton	Barber-Ellis, Div. of Barbecon Inc. CIP Daxion Inc. Coast Alberta Papers Division Crown Paper Price Wilson
Lethbridge	CIP Daxion Inc.

British Columbia

Burnbay	Smith Paper Limited
Central Saanich	Price Wilson Division of Inter City Papers ltd.
Richmond	Barber Ellis Div. of Barbecon Inc. CIP Daxion Inc. Plastic Packaging Services Price Wilson Division of Inter City Papers Ltd.
New Westminster	Crown Paper
Prince George	Crown Paper
Regina	Barber-Ellis, Div. of Barbecon Inc. CIP Daxion
Saskatchewan	Barber-Ellis Saskatoon
Surrey	Inter City Papers (Manitoba) Ltd.
Vancouver	Barber-Ellis, Div. of Barbecon Inc. Coast Alberta Papers Division Crown Paper Ltd. Lecky Paper Ltd. Inter City Paper Ltd. Paper Shoppe (The)
Vernon	CIP Daxion
Victoria	CIP Daxion

Manitoba

Winnipeg	Barber-Ellis, Div. of Barbecon Inc. Barkwell Paper Co., The CIP Daxion Inc. Crown Paper Inter City Papers (Manitoba) Ltd. Merrill Enterprises Plastic Packaging Services Price Wilson Division of Inter City Papers Ltd. Trimor Products Ltd.

New Brunswick

Moncton	CIP Daxion Inc. Graphic Papers Price Wilson
Saint John	Eastern Paper Div. of EPC Ind. Ltd. Schofield Paper, Div. of Domtar Inc. Price Wilson

Newfoundland

St. Johns	McFarlaneson & Hodgson (Ltd.) (Div. of Domtar Inc.) Lawrence Newfoundland Division of Inter City Papers Limited

Nova Scotia

Dartmouth	Barber-Ellis, Fine Papers Inter City Papers Ltd. McFarlaneson & Hodgson (Ltd.) (Div. of Domtar Inc.)
Halifax	CIP Daxion Inc. Inter City Papers Limited Price Wilson Division of Inter City Papers Ltd.

Ontario

Burlington	Kaumeyer Paper Ltd.
Downview	Paper Shoppe (The)
Hamilton	Barber-Ellis, Fine Papers London G.T. French Paper Ltd. The Paper Shoppe
Kingston	Canway Paper Co. Ltd.
London	Barber-Ellis, Fine Papers London Buntin Reid Paper, Div. of Domtar Inc. CIP Daxion Inc. Crawford Packaging Materials Ltd. Inter City Papers Limited The Paper Shoppe Plastic Packaging Services Price Wilson Division of Inter City Papers Ltd.
Markham	CIP Daxion, Inc. Paper Shoppe (The)
Mississauga	Balpex Inc. CIP Daxion Inc. Inter City Papers Limited Price Wilson Division of Inter City Papers Ltd. Buntin Reid Paper, Div. of Domtar Inc. The Paper Shoppe Plastic Packaging Services
Niagara Falls	Kaumeyer Paper Products Ltd.
North Bay	Vaughan Paper Products Ltd.
Ottawa	Buntin Gillies Buntin Reid Paper, Div. of Domtar Inc. CIP Daxion Inc. Inter City Papers Limited Graphic Papers Price Wilson Division of Inter City Papers Ltd. Snelling Paper Ltd.
Rexdale	Rolland Inc., Distribution Div.
Scarborough	Adelco Supply Co., Inc. CIP Daxion Inc. Paper Shoppe (The)
South Kitchener	Bruce Edmeades Sales Ltd.
Sudbury	Graphic Papers
Thunder Bay	CIP Daxion Inc. Crown Paper
Toronto	Barbecon, Inc. Barber-Ellis, Div., Fine Papers CIP Daxion, Inc. Cosmos Paper Products Ltd. Graphic Papers Halls Canada Paper, Div. of Domtar Ltd. Morgan Paper Co. Ltd. Paper Centre, The Paper Shoppe, The J.C. Scott Brothers Ltd. Select Papers
Windsor	Barber-Ellis, Fine Papers London

Quebec

Boucherville	Rene Robitaille Inc.
Charlesbourg	L. Boucher Inc.
Hull	Emballage Boudreault Ltee
Jonquiere	Eugene Allard Ltee.
Lachine	CIP Daxion Inc.
LaSalle	Federal Paper, Division of Domtar Inc. Inter City Papers Ltd. Lauzier, Little Inc. Price Wilson Division of Inter City Papers Ltd.
Mont-Joli	Ernest Quellet, Inc.
Montreal	Domtar Fine Papers Fancy Pak Co. Ltd. Groupex Distribution Inc. Havill, T. Paper Co. Le Marché de l'Imprimeur Les Papiers Graphiques
Montreal North	Le Marché de l'Imprimeur
Quebec City	CIP Daxion Inc. Lauzier, Little Inc. Price Wilson Division of Inter City Papers Ltd.
St. Foy	Les Papiers Graphiques
St. Laurent	Envelope Heritage, Div. of W.V. Dawson Limited Papeterie Barber-Ellis, Div. of Barber-Ellis Fine Papers Plastic Packaging Services Price Wilson Division of Inter City Papers Ltd.

Sherbrooke	McFarlaneson & Hodgson (Ltd.) (Div. of Domtar Inc.)
Trois Rivieres	Henri Bourgeois Inc.

Saskatchewan

Regina	Barber-Ellis, Div. of Barbecon Inc. CIP Daxion Inc. Crown Paper
Saskatoon	CIP Daxion Inc. Crown Paper Printing Papers, Division of Barbecon Inc.

DENMARK

Brabrad	BORCH papir Winther papir
Glostrup	BORCH papir

ENGLAND (See United Kingdom)

FRANCE

Garges Les Gonesse	Papeteries J. Rezard
La Plaine	Saint Denes - Copadip
Paris	Anjomari Papeteries de France Syndicat West Des Papiers
Saint Denis	Copadip
Thionville	Muller & Wegener

GERMANY

Essen Kettwig	Classen-Papier KG
Karisruhe	Epa PapiergroBhandel GmbH

LUXEMBOURG, GRAND DUCHY OF

Luxembourg	Muller & Wegener

MEXICO

Chihuahua	Con Alonso Newberry De Chihuahua
Culiacan	Representaciones Maar
Guadalajara	Cervantes Hermanos Papeles Selectos
Merida	Raul Bolio Gomez
Mexico City	Aguerrerere Y Cia Comercializadora Nube Fabricas De Papel Loreto Y Pena Pobre, S.A.
Monterrey	Representantes De Fabricas
Puebla	Isaac Ibarra Juarez
Queretaro	Deposito Queretaro
Salamanca	Mercantil Salamanca
San Luis Potosi	Representaciones San Luis
Tampico	Deposito Tampico
Tijuana	Marcelo Arreola Pujol
Torreon	Deposito Torreon
Veracruz	Veracruzana De Papeles

NEW ZEALAND

Wellington	NZ Paper Merchants' & Manufacturing Stationers' Association

NORWAY

Oslo	Boman, Paper A/S Papirgrossistenes Landsforening

SOUTH AFRICA

Cape Town	Peters Papers (Pty) Ltd.

SWEDEN

Molndal	Pappersgruppen AB
Stockholm	Svenska Pappersgrossistforbundet (Swedish Paper Trade Assn.)

SWITZERLAND

Zurich	Verband des schweizerischen Papier-und Packmaterial-Grosshandels (Association of Swiss Paper Merchants)

UNITED KINGDOM

Birmingham	Smith, G.F., & Son-London-Ltd.
Bristol	WWF Paper Sales (UK) Ltd.
Bury	WWF International Ltd.
Chatman	Alfred Quaife & Co. Ltd.
Dartford	S.M. Paper
Hemel Hempstead	DRG Paper & Board
Hull	Smith, G.F. & Son London Ltd.
Leatherhead	WWF International Ltd. WWF Paper Sales Ltd.
Leicester	WWF Paper Sales (UK) Ltd.
London	Dixon & Roe Ltd. Mussett, David, Ltd. Poyer, Turner, Ltd. Smith, G.F. & Son-London-Ltd. Thom & Cook Ltd.
Luton	Alfred Quaife & Co. Ltd.
Milton Keynes	Alfred Quaife & Co. Ltd.
Northfleet	WWF Paper Sales UK Ltd.
Wembley	Alfred Quaife & Co. Ltd.

James River Groveton Division

Business and Computer Papers

Pro-Tech™ Computer Papers:

Brand:	*Available:*
Ink Jet Paper	Cut Sheets & Fanfold
Thermal Transfer Paper	Cut Sheets & Fanfold
Pen Plotter Paper	Cut Sheets
Laser Bond Paper	Cut Sheets
25% Cotton Printer Paper	Fanfold
25% Cotton Multipurpose Paper	Cut Sheets
Printer Bond Paper	Fanfold

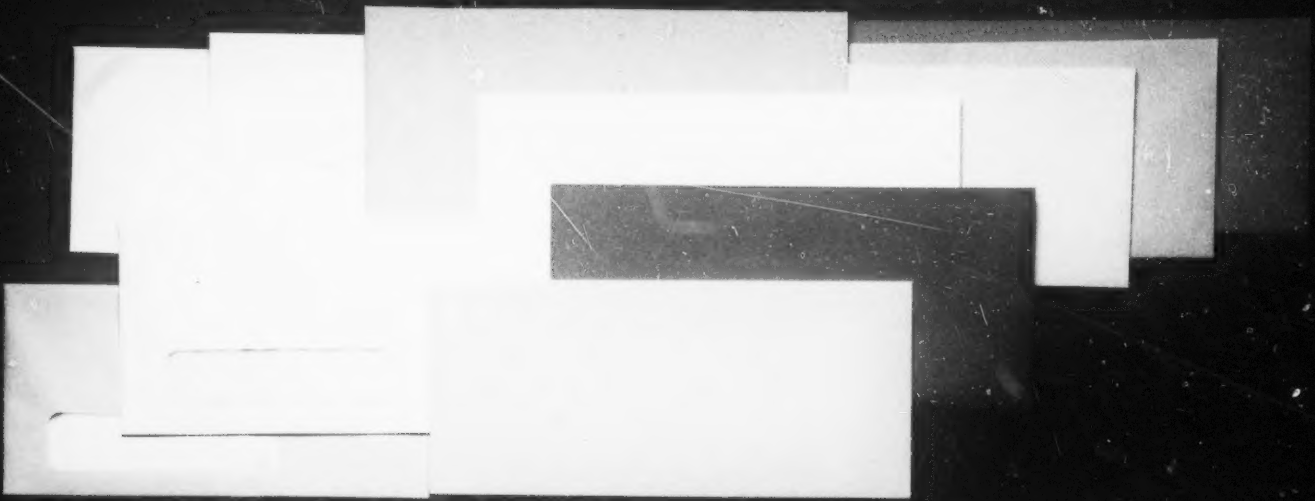
Business Papers & Envelopes:

Brand:	*Available:*	
Word Pro Dual Purpose (Xerographic/Offset)	White	Cut Sheets
Word Pro Copier Rolls	White	Rolls
Blue Ribbon Bond	White	Cut Sheets
Blue Ribbon Dual Purpose (Xerographic/Offset)	Colors (12)	Cut Sheets
Blue Ribbon Duplicator LTT	White & Colors (6)	Cut Sheets
Blue Ribbon Mimeograph	White & Colors (6)	Cut Sheets
Blue Ribbon Offset	White	Cut Sheets
Blue Ribbon Envelopes	Colors (12)	No. 10 Commercial
Dello Offset	White	Cut Sheets
Triad Dual Purpose (Xerographic/Offset)	White	Cut Sheets
Triad Copier Rolls	White	Rolls
Triad Bond	White	Cut Sheets
Triad Duplicator LTT	White	Cut Sheets
Triad Mimeograph	White & Colors (10)	Cut Sheets

As long as the need for paper is great, the need for great paper will be met here. The James River Groveton Division.

JAMES RIVER CORPORATION
GROVETON DIVISION, GROVETON, NH 03582
603-636-1154

Turn a big profit selling these:



Or turn a much bigger profit selling these:

Nebraska Game and Parks Commission
IMPORTANT CONTAINS BIG GAME PERMIT
Merchants Savings Bank
BANK OF NEW HAMPSHIRE
VISA APPLICATION
VISA
BUSINESS
LOUP POWER DISTRICT
Live Better Electrically
KMBC-TV
CHRISTIAN BLIND MISSION INTERNATIONAL
COLLECTIBLES
Blue Cross Blue Shield
American Tourister
Vermont
Invoice enclosed

Why settle for less when you can have more? It's as simple as that — when it comes to selling plain envelopes versus printed envelopes.

Of course, it may take a little more effort to sell the printed envelope order. But your profit will make it all worthwhile. And your customers will appreciate what printed envelopes will do for their businesses. They'll show their appreciation by placing another order. And another. And another.

Then watch your profits grow.

Contact a service representative at the plant nearest you to find out about our Envelope Printing Guide and our new Envelope Printing Slideshow Presentation. Both are full of helpful tips on selling printed envelopes.

New York Envelope Group
Long Island City, NY
Brooklyn, NY (Envelope Convertors)
Union, NJ (Champion Envelope)

National Envelope Group
Atlanta, GA; Lenexa, KS;
St. Louis, MO; Worcester, MA

Who but New York/National sells only to you; not to your customers.

APR

1986

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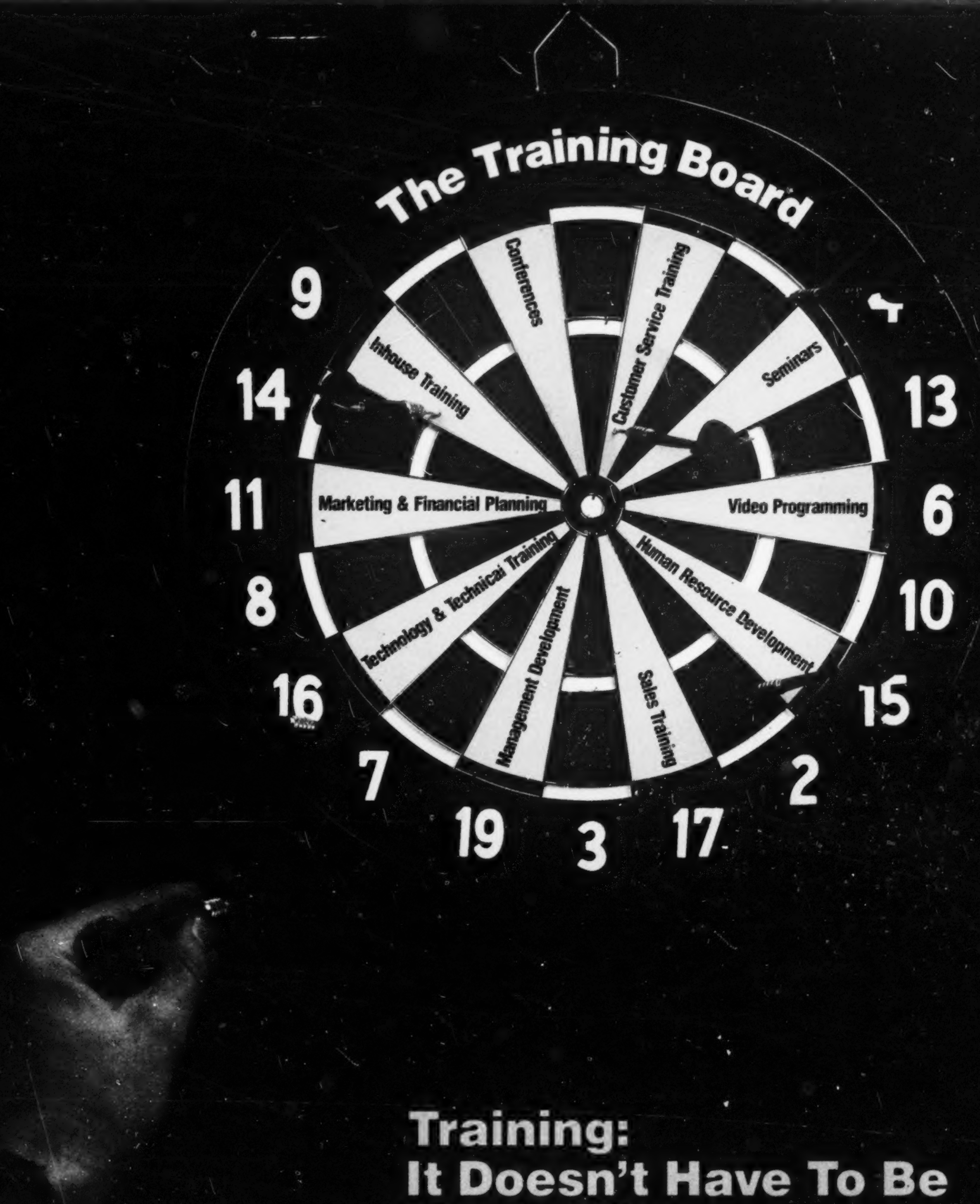
NPTA MANAGEMENT NEWS APRIL 1986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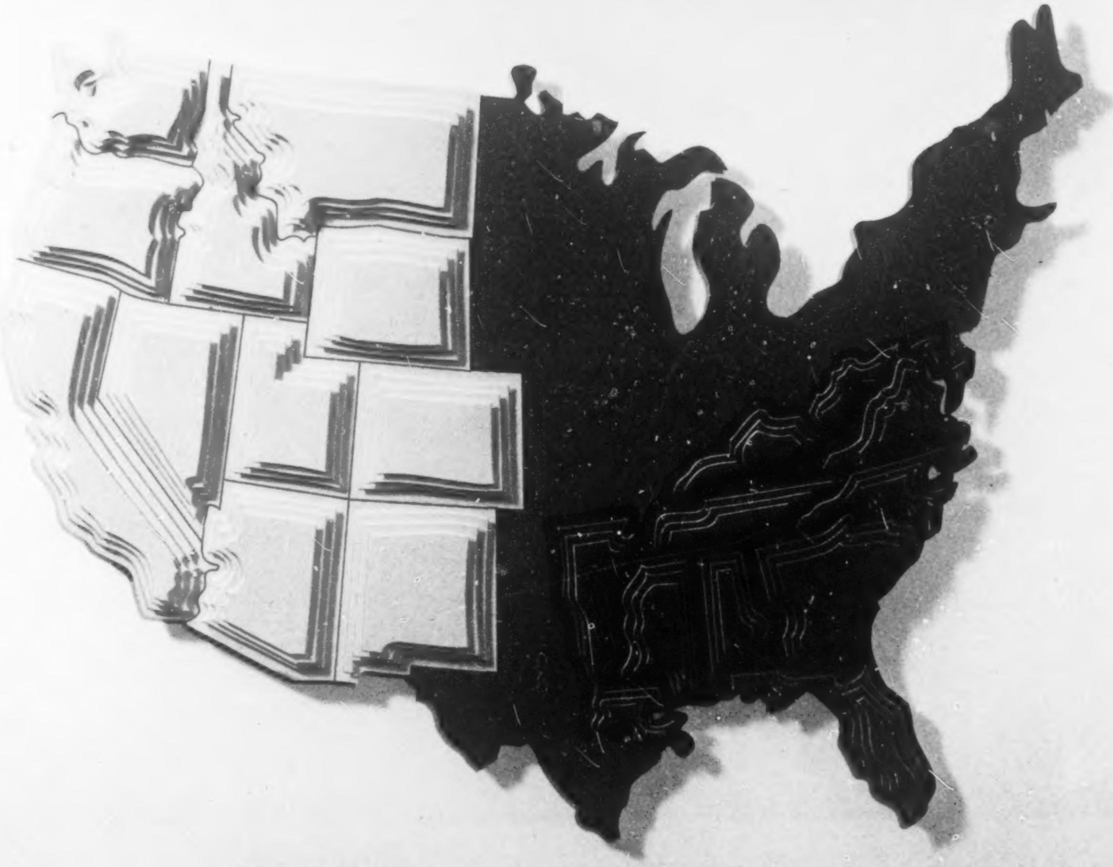
Training: It Doesn't Have To Be Hit Or Miss

MR. ED KIANKA
CONGRESSIONAL INFORMATION SVC
4520 EAST WEST HIGHWAY
BETHESDA, MD 20814

NATIONALREGIONALITY



Zellerbach Delivers Value!

There is one distribution group in the industry that has been delivering value to its customers and to its vendors for over one hundred and fifteen years. A distribution group that has consistently, consecutively and profitably delivered the best products and services to market. It is the Zellerbach Paper Group, the one distribution network with **nationalregionality**—the service orientation and responsiveness of a regional distributor backed by the resources and strength of a national organization.

The Zellerbach Paper Group is three fine distribution companies—Southern Paper Company, Virginia Paper Company and Zellerbach Paper Company—and it is two separate businesses—a printing paper merchant and an industrial distributor. It is 3000 distribution specialists delivering value to printing paper and industrial customers from coast to coast.

Three companies…two businesses…one national organization. If you are looking for profitability and growth through added value delivered at market, there is one distribution group that offers you **nationalregionality** and a 115 year proven track record.

Zellerbach
PAPER GROUP

PRINTING PAPER BUSINESS UNIT

VIRGINIA PAPER COMPANY
—Fine Papers
—Weaver Paper Company

SOUTHERN PAPER COMPANY
ZELLERBACH PAPER COMPANY

INDUSTRIAL BUSINESS UNIT

ZELLERBACH PAPER COMPANY
AGRICULTURAL SALES GROUP
ZELLPACK PACKAGING GROUP

MN
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All merchants agree that personnel at all levels require training. The question is: Who has the training responsibility?

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Video tape programming has come to the forefront of training. Most merchants now use some form of audio-visuals in training. Video training is fast becoming the leading technology.

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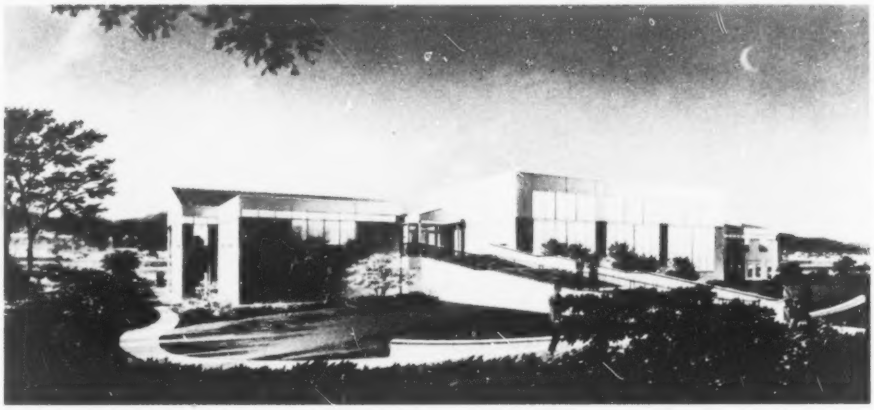
Cover Photo: Richard Chesnut

BOISE CASCADE TO BUILD PLANT FOR RESEARCH AND DEVELOPMENT

Boise Cascade Corporation recently broke ground for a $6.6 million paper research and development facility in the Swan Island industrial park in Portland, OR.

The two-story, 39,000 square-foot building is scheduled for occupancy this fall and is being built to house Boise's large research staff.

According to K. Peter Norrie, Boise Cascade senior vice president and general manager, the new research facility is a key element in a business strategy to focus on new product development in support of the company's sales and marketing efforts and provide technical support to its pulp and paper mills.



NPTA WELCOMES NEW MEMBERS

John J. Buckley, Jr., president of the National Paper Trade Association, welcomed two companies to the ranks of Association membership. EMSCO Industries of Sioux Falls, SD and Ingram Paper Company of Commerce, CA are the Association's newest members.

EMSCO Industries is an industrial paper house that was established in 1975 and operates a 35,000 square foot warehouse. The company's executives are: Walt Marzinke, president; John Ewing, vice president and treasurer; and Bob Nitxchke, vice president.

The Ingram Paper Company is a dual distributor that has been in operation since 1923 and uses 120,000 square feet of warehouse space. The company operates two branches in Santa Barbara, CA and Phoenix, AZ and employs 300 people. The company's executives are: Donald C. Ingram, president; John C. Ingram, vice president; Ken W. Anderson, vice president and controller.

"We are very happy to have these fine companies as members of the Association," Buckley said. "They will now be able to take advantage of the many great Association services that are available to members only. The strength of NPTA comes from companies like EMSCO and Ingram and the NPTA board and staff welcomes them."

PAPER CORP. OF AMERICA TO ADD UNIJAX TO FAMILY

Although it is subject to final approval, IU International has agreed in principle to sell its Unijax paper distribution division to the Alco Standard Corporation and the company will become part of its Paper Corporation of America family. The assets and operations of Unijax will be sold to Alco for an undisclosed amount of cash.

Unijax, headquartered in Jacksonville, FL, has annual revenues of approximately $340 million. The company distributes industrial and fine papers in 19 southeastern states through a network of 38 office and warehouse distribution centers. Unijax is one of the largest distributors of paper and paper products in the Southeast, an area where The Paper Corporation currently has few operations.

Ray B. Mundt, Alco's chairman and chief executive officer stated, "The addition of Unijax to Alco's largest segment, paper and office products, will significantly increase this segment's contribution to Alco's total revenues and operating income."

Richard C. Gozon, a vice president of Alco and president of Alco Paper and Office Products commented, "Unijax fills the void in our national distribution network, and is the culmination of our strategic plan to have a major presence in the Southeast."

Alco Standard Corporation, headquartered in Valley Forge, PA, is a diversified corporation with operations in distribution and manufacturing. For the fiscal year ended September 30, 1985, its revenues were $3.8 billion.

NPTA RELEASES ORIENTATION VIDEO TAPE

NPTA's Education and Training Department has just released a 15 minute video tape introduction of its highly successful two-week Management Development Program.

Filmed on Miami University campus, Oxford, OH, two of the program's professors speak about the first week's syllabus—strategic marketing and planning, profit and financial considerations and trends in the paper industry. Two other professors address the second week's program—managing self and others, developing employees, communications and building a productive team.

The orientation tape gives an excellent introduction to the scope and objectives of NPTA's Management Development Program. Viewers will also learn what skills participants will be able to use as a result of their attendance.

To preview this two-week NPTA program first hand, call or write Bruce Linden, director of education and training. A ½" VHS video tape will be sent to you free of charge for a five day loan.

WHY SELL LESS THAN THE BEST?

AFV. Top Quality Envelopes. Top Quality Service. For Nearly Three-Quarters Of A Century.

You want to offer your customers the best envelopes available. That means AFV.

You want the best service available. That means AFV.

We've been in business since 1914. We know what you expect. And we know how to give it to you. Top quality envelopes. Top quality service.

Take A Look At Our Products.

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We've spent over seven decades establishing a reputation for excellence. We can give you the quality products your customers deserve, the quality service *you* deserve. Why settle for less?

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TELEPHONE (   ) ________________________
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CHAIRMAN'S CORNER

Today's Tools for Tomorrow's Performance

Those of you who have been reading this corner know my comments have focused on education, training and how we help our people develop. It is particularly pleasing to have this issue of NPTA *Management News* specifically addressing the subject of training.

There have been many great examples of effective training programs within our industry. Many of them are in effect today: some of them internal to member companies, some provided by NPTA; and others available from a variety of sources, including at times, a few outstanding suppliers to our industry. I encourage you to make use of the training programs you judge to be beneficial to your people. And I suggest you ask a few questions of yourself.

Are you aware of the training programs being offered by NPTA? Does your company participate in any of these programs? Do you have specific thoughts about other training programs you would like NPTA to offer? If so, will you convey your thoughts to Bruce Linden, director of education and training at NPTA? Do you value good training programs when offered by your suppliers? If so, do you let them know? And perhaps of greatest importance, do you regularly communicate to others within your company your thoughts on training and its value to you and them? Education and training are today's tools for tomorrow's performance. Train—then gain.

R W Abrams

Richard W. Abrams
NPTA Chairman

PAPER DISTRIBUTION INDUSTRY BEST SELLERS

Rank	Publication	Last Mo.
1	The U.S. Paper Distribution Industry: A Market Research Data Source. *NPTA.*	9
2	Harvest the Fruits of Paper Selection (Marketing Tool). *NPTA.* $.50 each	1
3	Practical Handbook of Distribution/Customer Service. *Blanding.* $40	6
4	Implementing Successful Paper Merchant Programs. Video Tape and Guide. *NPTA.* $65	10
5	Introduction to Wholesale Distribution. *Danenburg/Moncrief/Taylor.* $35	—
6	NPTA Vacation Schedules (Planning Folders). *NPTA.* $.40 each	8
7	Growth Strategies in Paper Distribution. *NPTA.* $40	7
8	Industrial Paper Merchant Sales Compensation. *NPTA.* $40	5
9	Merchandising to Maximize Your Margins. *VanDeMark.* $25	4
10	Measuring Customer and Product Line Profitability. *Mullins.* $35	2

ALL PUBLICATIONS ARE AVAILABLE FROM NPTA

LOOK FOR MAY MN'S PRE-CONVENTION SPECIAL ISSUE

Next month, *NPTA Management News* magazine will provide all of the necessary materials to register for the 1986 Convention and Exposition to be held in Boston, MA, September 13–16.

The Convention this year coincides with the Boston Paper Trade Association's 100th anniversary. Many meetings, seminars and special events are planned.

Look for all the details, and registration materials, in the May issue of *MN.*

ACME PAPER & SUPPLY COMPLETES EXPANSION

Acme Paper recently completed expansion of its headquarters in the Baltimore-Washington Industrial Park that nearly doubled the size of its facilities. The addition of 35,000 square feet of warehouse-office space brought their total to 80,000.

"Because we can now stock more products and in larger quantities," said Acme president Edward Attman, "we can offer added inventory and quicker deliveries on many items."

The company marked the "grand opening" of its new facility in late March with a celebration that also marked its 40th anniversary.

MARFRED'S NEW 'MINI MILL' OPENS

Marfred Industries, a merchant and converter headquartered in Sun Valley, CA, has completed a new $7 million facility to house its corrugated container division. The 105,000 square foot operation is being referred to as a "mini mill," because within its walls are the newest and most exciting equipment in use today, the company stated.

(continued on page 8)

James River Groveton Division

Business and Computer Papers

Pro-Tech™ Computer Papers:

Brand:	*Available:*
Ink Jet Paper	Cut Sheets & Fanfold
Thermal Transfer Paper	Cut Sheets & Fanfold
Pen Plotter Paper	Cut Sheets
Laser Bond Paper	Cut Sheets
25% Cotton Printer Paper	Fanfold
25% Cotton Multipurpose Paper	Cut Sheets
Printer Bond Paper	Fanfold

Business Papers & Envelopes:

Brand:	*Available:*	
Word Pro Dual Purpose (Xerographic/Offset)	White	Cut Sheets
Word Pro Copier Rolls	White	Rolls
Blue Ribbon Bond	White	Cut Sheets
Blue Ribbon Dual Purpose (Xerographic/Offset)	Colors (12)	Cut Sheets
Blue Ribbon Duplicator LTT	White & Colors (6)	Cut Sheets
Blue Ribbon Mimeograph	White & Colors (6)	Cut Sheets
Blue Ribbon Offset	White	Cut Sheets
Blue Ribbon Envelopes	Colors (12)	No. 10 Commercial
Dello Offset	White	Cut Sheets
Triad Dual Purpose (Xerographic/Offset)	White	Cut Sheets
Triad Copier Rolls	White	Rolls
Triad Bond	White	Cut Sheets
Triad Duplicator LTT	White	Cut Sheets
Triad Mimeograph	White & Colors (10)	Cut Sheets

As long as the need for paper is great, the need for great paper will be met here. The James River Groveton Division.

JAMES RIVER CORPORATION
GROVETON DIVISION, GROVETON, NH 03582
603-636-1154

This plant is geared for high production, fully conveyorized and automated, and can produce in excess of 50 orders per shift. Its new martan midline and cutline flexo-folders can produce boxes at speeds of 20M per hour with change-over speeds that are unimaginable.

"Long mill runs or short sheet plant orders make no difference, the mini mill can handle all from the smallest to the largest sizes. In fact, the cutline is one of the largest, fully-automated machines on the west coast," says vice president of manufacturing, Barry Ridel, "with speeds that can outrun most mill flexo's"

HEWLETT-PACKARD TO SELL PART OF ITS DISTRIBUTION SOFTWARE BUSINESS

Hewlett Packard Company said that it has agreed to sell certain assets of its Information Resources Operation (IRO), a distribution software entity, to Distribution Resources Corporation of Denver, CO.

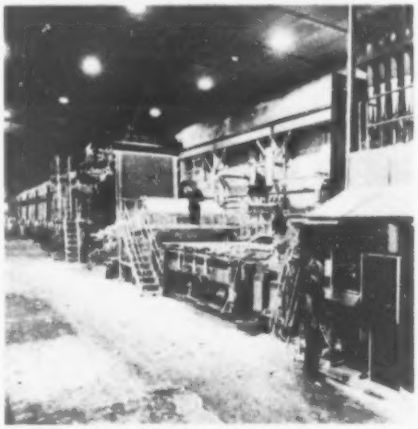
Under the agreement, HP will sell its HP SFD, HP OM/3000 and HP INVISION software. All run on the HP 3000 business-computer system.

HP formed IRO in October, 1981 after purchasing Information Resources, Ltd. of Englewood, CO. IRO has been part of HP's Office System's Division within its Information Systems Group.

HAMMERMILL CREATES NEW SALES REGION

Hammermill Papers Group, a division of Hammermill Paper Company, has announced the formation of a Southwest Sales Region, effective March 1, 1986. The move is being made to better serve the customers in the growing markets of the southwest.

Richard W. Wilen, the new area's sales manager, will have responsibility for Hammermill's sales efforts in Texas, Oklahoma, New Mexico, Arkansas, Louisiana and Western Tennessee. The company hopes that its $255 million investment in a paper machine at its Riverdale plant in Alabama (due for startup early in 1987) and the expansion of its Dallas office will enable Hammermill to serve customers in this burgeoning market more efficiently and effectively.



In a related item, the company has recently completed a $23 million improvement program, which they hope will generate the additional capacity required to meet an increase in demand for their line of commercial printing papers. In addition to increasing production in a cost-effective manner, the new equipment should maintain and enhance the company's product quality.

"Our...new paper machines are up and running, and are already providing us with the productivity and quality improvements we had anticipated at the outset," said Robert F. Meyer, president of the Hammermill Papers Group.

The "brain" of the new paper machines consists of three electronically interfacing, computer-based control systems. Meyer commented on the control system, saying, "...the electronic scanners on this completely computerized equipment help control variables so we can produce printing papers that are closer to specified quality standards than ever before."

MID-SIZE COMPANIES ARE TARGETS FOR ACQUISITION

Private companies with annual revenues of $1–50 million are emerging as the most desirable acquisition candidates of

EVENTS

APRIL

7–11. *Printech Week. Rochester Institute of Technology, Rochester, NY. Contact NPTA.*

28–May 2. *NPTA Committee Week. Four Seasons Olympic Hotel, Seattle, WA. Contact NPTA.*

MAY

5–9. *Paper Distribution Management Development Program. Miami University, Oxford, OH. Contact NPTA.*

20. *Managing Customer and Product Line Profitability—A Key To Survival and Growth in the 80s. Minneapolis, MN. Contact NPTA.*

31. *New York Paper Merchants Association's Annual Installation Dinner, Grand Hyatt Hotel, New York, NY. Contact NYPMA.*

JUNE

4. *Productive Opportunities for Paper Merchants. Chicago, IL. Contact NPTA.*

AUGUST

21–23. *Quick Print Expo sponsored by the National Association of Quick Printers, Hyatt Regency Hotel, Chicago, IL. Contact Philip Battaglia, Quick Print Expo Manager.*

both corporate and private buyers. According to acquisition search specialist David M. Smith, vice president operations for Geneva Business Services of Costa Mesa, CA, "We are seeing unprecedented buyer interest in acquiring mid-size service, distribution and manufacturing businesses in all areas of the United States."

Geneva reports that there are 775,000 privately-held, American businesses in the $1–50 million range and most are profitable with good growth potential.

"Sophisticated buyers are especially interested in service businesses because they now understand that most are not asset-intensive," said Smith. Service businesses have strong receivables which can be borrowed against up to 80%, and that is very attractive, he noted.

PEOPLE IN THE NEWS

Victor A. Baker has been named corporate controller for the Garrett-Buchanan Company. **Philip L. Knab** has been appointed division manager of the Columbia division of Garrett-Buchanan.

Neill S. Brown, former president of General Paper Company, died January 24, in Pinehurst, NC.

F. Joseph (Bud) Newberry has been named operations manager of Chicago Paper, a subsidiary of Leslie Paper.

Jeffrey Friedberg, vice president and director of purchasing of the Willmann Paper Company, Inc, has also been appointed director of operations.

Richard W. Kniep has been appointed executive vice president of Shaughnessy-Kniep-Hawe Paper Co. **Keith R. Kirchoff** has been named secretary and assistant treasurer of Shaughnessy-Kniep-Hawe. **Norman Caringer, Neil McBride** and **Ron Morgan** have been appointed vice presidents of sales of the company.

David Jackson has been named corporate director of marketing and sales of Marfred Industries. **Sam Giesy** has been appointed sales manager of Marfred South. **John Steele** has been named sales manager of Marfred North. **Jeff Gipe** has been appointed assistant sales manager of Marfred Corrugated Container Division. **Lee Garson** has been named vice president of marketing for Marfred Folding Carton/ Flexible Packaging Division.

FREE WAREHOUSING

You'll never again have to tie up precious warehouse space and working capital on stock boxes.

When you order from Thacker, you get immediate availability on our broad line of products. So until you receive an order from your customer, hang onto your cash!

Your Return On Investment alone will convince you that it pays to count on Thacker Container Company.

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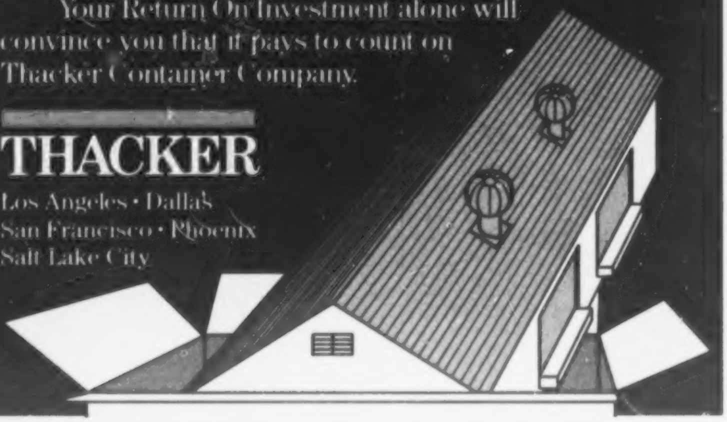
Salt Lake City



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Aug.: S.O.S. Award Winner

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Great Neck, N.Y. 11021
516-829-3070

SALES MANAGEMENT

SELLING COSTS VARY WIDELY AROUND U.S.

Each year, for the past 14 the cost of making a sales call has been tracked, analyzed, and reported in the "Survey of Selling Costs" (SSC) by *Sales and Marketing Management* magazine. And to no one's surprise, 1985 costs jumped 28.9% to an average of $131.40 per call. It was only a year ago that the cost-per-call broke the $100 mark.

These national figures do not tell the whole story, though. Costs vary widely around the country, so much so, that what costs a dollar in New York may only be 46 cents in Dayton. *Where* a company is located plays an important role in projecting sales costs.

With the average cost nationally being given a score or index of 100, it becomes easier to rank-order the most expensive cities to the least. In order to determine the index for each city (86 cities were surveyed), a number of cost centers were added together that included daily lodging and three meals. Also calculated were the costs of two drinks, taxi from airport to downtown and per diem auto rentals. The indexes for each city in the United States run from a low of 74 (Dayton, OH) to a high of 161 (New York City).

The following list shows the most expensive cities and the least.

1985 METRO SELLING COSTS

	Rank	City/State	Index
Most Expensive	1	New York, NY	161
	2	San Francisco, CA	156
	3	Chicago, IL	146
	4	Washington, DC	145
	5	Los Angeles, CA	137
	6	Boston, MA	132
	7	Atlanta, GA	131
	8	Honolulu, HI	122
	9	Miami, FL	120
	10	New Orleans, LA	119
Least Expensive	77	Cleveland, OH Columbus, OH	88
	78	Nashville, TN Springfield, MA	87
	79	Grand Rapids, MI Buffalo, NY	86
	80	Albuquerque, NM Akron, OH	85
	81	Tulsa, OK Indianapolis, IN Sacramento, CA Louisville, KY New Bedford, MA	83
	82	Little Rock, AR Memphis, TN Witchita, KS	82
	83	Des Moines, IA Riverside, CA	81
	84	Omaha, NE	78
	85	Springfield, IL Canton, OH	77
	86	Dayton, OH	74

Index: 100 = national average. An index of 110 means that the city's cost is 10% above the national average.
Source: Sales and Marketing Management, 1986

INDUSTRY NEWS/CONT

Joseph Loredo has been elected president of Andlinger & Company, Inc.

Mark R. Manske has been named market development manager of Gilbert Paper, a Mead Company.

Bernadette M. Quist has been named district manager of The Strathmore Paper Company's Printing Paper Sales Organization, serving the Midwest/Central territory.

John L. Tucker has become the vice president, Information Services for Appleton Papers, Inc.

Keith A. Hunsaker has been appointed vice president and general manager of Crown Zellerbach's Service Products East Business Unit, succeeding George Shally who retired.

Daniel E. Conway has been named vice president and general manager of KVP Service Products Division.

Donald C. Smith has been appointed to the new position of northeast regional sales manager—service products division for the Fonda Group, Inc. **Anne T. Farley** has been named regional sales manager—consumer for the northeast region for Fonda. **Rober Paul Garnet** has been appointed to the new position of western regional sales manager—service products division of Fonda. **Robert E. Callaway** has been named general manager of consumer sales for Fonda. **Joseph A. Marcelynas** has been promoted to the position of general manager of marketing for The Fonda Group, Inc.

Joseph W. Weldon has been elected to the newly created position of executive vice president of MACtac U.S. Operations.

John H. Hildenbiddle, III, has been appointed vice president—communications of Champion International.

John L. Tucker has been appointed to the newly created position of vice president of information services at Appleton.

J.Hans Stausboll has been named Mead Pulp Sales, Inc.'s new president following the retirement of **Fred G. Robertson**.

Ralph E. Balogh has been appointed vice president, international sales.

T. Marshall Hahn, Jr., chairman and CEO of Georgia-Pacific Corp., has been appointed to the President's Export Council.

PRINTING PAPER

QUICK PRINT MARKETING OPPORTUNITY

Quick Print Expo '86 may be a good marketing opportunity for printing paper distributors and manufacturers. The fast growing exposition is sponsored by the National Association of Quick Printers and attracts quick printers and smaller-but-growing printers. Many of these printers have indicated a desire to view paper and paper products and establish contact with suppliers and manufacturers. For more information, contact Philip Battaglia, Quick Print Expo Manager, Box 1258, Clifton, NJ 07012.

SYNTHETIC PAPER CHOSEN BY NATIONAL GEOGRAPHIC FOR ITS PERMANENCE

Kimberly - Clark Corporation's "Kimdura" was selected by the National Geographic Society for its special publication "Liberty: The Statue and the American Dream." The book, according to a report in *Printing News,* commemorates the statue's centennial celebration this year. The proceeds from the book will go to the Liberty-Ellis Island Foundation, Inc. to help support the restoration.

The edition will be leather bound, 304-pages and contain 250 rare illustrations. To insure the volume's permanence and durability, National Geographic selected Kimberly-Clark's Kimdura Synthetic paper. Robert L. Breeden, vice president of the society and director of the book project said "we wanted to create a deluxe edition that could be handed down from one generation to the next." With that in mind they selected Kimdura because it resists tearing, humidity, spills, fading, grease and repetitive handling—conditions that would eventually destroy ordinary paper.

According to Donald Crump, the books editor, Kimdura was chosen for its beauty and consistency. Also because it is extremely smooth and moisture-proof.

Kimberly-Clark is offering free copies of the Statue of Liberty book (while supplies last) to those submitting two copies of any creation printed on Kimdura between November 1, 1985 and July 4, 1986. Copies, along with name, company name, address, phone number, quantity printed and date of production should be sent to Dan Jones, Liberty Book, Kimberly-Clark, 1400 Holcomb Bridge Road, Roswell, GA.

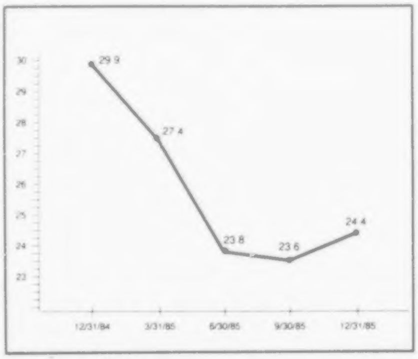
PRINTING INDUSTRY ORDER BACKLOG COMPARISONS

	1985				1986	Record§
INDUSTRY GROUP	JAN. 1	APRIL 1	JULY 1	OCT. 1	JAN. 1	High
All Groups*	16.4	13.1	14.8	14.9	15.8	18.0
Sheetfed	14.1	11.6	12.4	13.5	12.5	17.3
Heatset Web	31.4	25.2	23.9	21.0	29.2	35.0
Nonheatset Web	18.7	12.3	17.2	21.7	20.5	22.8
Business Forms'	15.9	9.6	10.6	9.7	9.6	19.9
Quick Printers	5.4	2.6	4.7	5.2	3.9	5.4

Notes:
§Highest reported backlog 1980 through 4th Quarter 1985, inclusive
***Excluding Quick Printers**
'Data for companies that produce business forms as a secondary (not primary) product.
Source: National Association of Printers and Lithographers

PAPER INVENTORIES AT PRINTERS REBOUNDED LATE 1985

The year 1985 started out with fairly high on-hand paper inventories at printing shops—a legacy of 1984. But, as the economy changed, printer inventories of paper, measured in days on-hand, fell. The last quarter of 1985, reports that National Association of Printers and Lithographers in their *Quarterly Printing Industry Business Indicator Report,* saw an increase of paper inventory levels for the first time all year. "This reverses four consecutive quarters of inventory reduction and reflects both the increased amount of work available during the fourth quarter of 1985 (and expected to be available in the first quarter of 1986) and concern that paper prices are expected to increase early in 1986"



PRINTING PAPER SALES COMPENSATION SURVEY LAUNCHED BY NPTA

In an effort to understand how printing paper sales personnel are compensated, the National Paper Trade Association has launched a compensation study of all member firms. Survey forms have been mailed and the results of this work will be available in time for the Association's Annual Convention in September.

All paper merchant members (printing and dual) are encouraged to participate in the survey. "The larger the database, the more accurate and effective the results will be for printing paper distributors," said William H. Frohlich, secretary of the NPTA Printing Paper Division. "We expect to have responses from at least half of the membership which will give us a good reading on the industry."

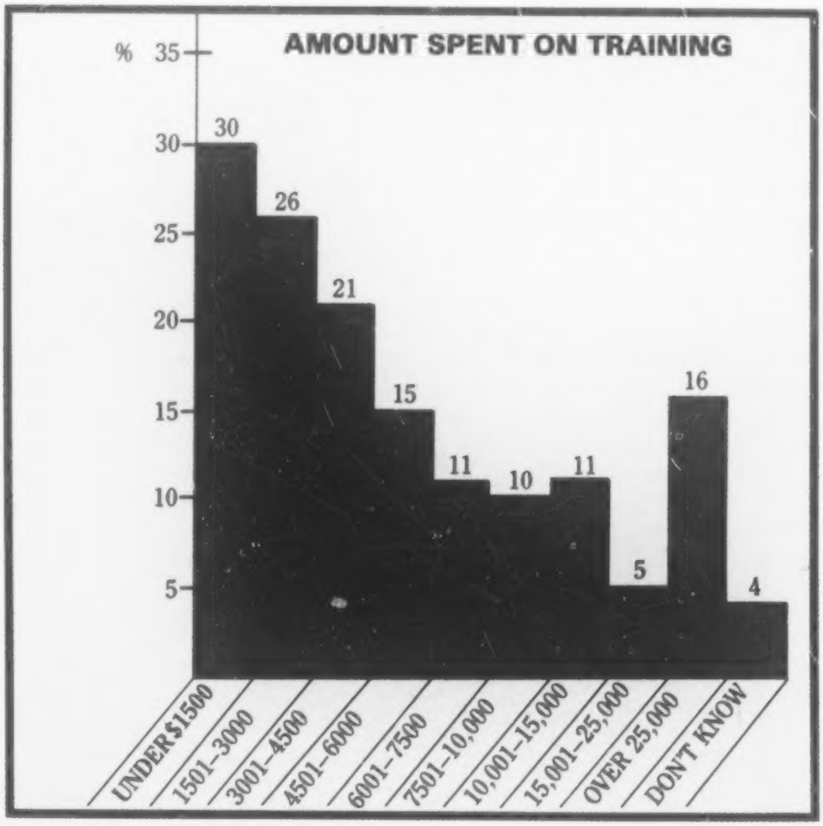
Those interested in participating who may not have received a survey form should contact William H. Frohlich at 516-829-3070.

On-Target Training

The key to operating a succcessful distributorship in the years ahead will differ drastically from the past. Strategic planning, marketing, inventory management, human resource development and new technologies such as computerization will become commonplace for all merchants.

The changes will require new technical, managerial and marketing skills. The end result will be a more market-oriented and efficient distribution system.

A paper merchant's ultimate competitive business weapon is his people. As merchant operations begin to adapt to the changes brought about by a more challenging and demanding market place and the complexities of new technologies, training and development must become an integral part of the business. For the progressive merchant, the goal today is the development of a strategic, long-range plan for training. A recent report in *The Wall Street Journal* serves to illustrate: "Scott Paper Company has cut some budgets, but its training staff remains unscathed."



Michael Ibison, president of Ibison, Pittard and Associates, and long-time consultant for NPTA reflects on the value of training one's employees: "The purpose of employee training is to enhance the inherent skills and aptitudes they bring to the job. Performance, in the absence of sound training programs, will always be limited to whatever inherent ability the employee has." Ibison continues, "A company investing in training has to be prepared to manage the concepts presented in the training program. The value of training is a great opportunity to increase the return on the investment a company makes in an employee."

A 1984 Gallup study indicates that 88% of all working Americans feel that it is personally important to them to work hard and do their best on the job, regardless of pay. The study suggests, further, that "there are large reservoirs of potential upon which management can draw to improve performance and increase productivity." Indeed, confirming research from James J. Cribbin in his book, *Leadership—Strategies for Organizational Effectiveness,* argues that the average employee (from top management down to operations personnel) is underutilized—some 90% of their potential is not realized.

Rules to Enhance Success in Training

To insure that the paper merchant has wisely invested his dollars in training, there are four equally essential rules that must be considered. A recent phone interview with more than 70 merchants identified these as:

- make sure there is a real need for the program
- insure that training is relevant and effective
- focus on specific applications
- integrate training into the organization

These same merchants unanimously agreed that top management must understand the firm's specific problems and concerns, and have an in-depth knowledge, not only of the dynamics of the organization, but of customers, suppliers and the industry as a whole.

An NPTA Training and Development Needs Survey

In January 1986, the Education and Training Department sent a comprehensive training survey to 557 company presidents. 149 completed the survey—representing a 27% response rate. What follows here and throughout this issue of *Management News* are the results of this special survey.

The questionnaire was constructed to explore the following areas:

1. A general view of NPTA member presidents' opinions on education and training
2. The importance of various skills and abilities to effective performance as a manager and supervisor
3. Commitment levels and approaches currently employed in employee training and development
4. Programs being used by paper merchants.

The survey asked merchants to focus on a series of topics which help to position the importance of training and development to several other areas typically viewed as "problem" areas to organizations. Using a 5-point scale (1 = not a problem; 5 = major problem), training and development related items rated in the range of 2.51, suggesting that these were close to a moderate problem. Of those areas presenting the merchant with the greatest problem in order of importance were:

- Developing and/or recruiting middle management people
- Training of supervisory personnel
- Keeping the organization goal-oriented
- Identifying significant new areas of business growth
- Training management personnel

The survey also revealed that most company presidents agreed that:

- Our management believes that ongoing training and educational programs increase productivity and employee growth
- Executives and managers decide who should attend programs
- Financial support provided by our company for education and training is adequate.

Two questions receiving the lowest points illustrate the significance wholesale paper distributors place on management's role in this vital area for personal growth:

- Training and education should be limited to executives.
- Training and education is the responsibility of the individual, not the company.

The third question asked merchants to identify the amount (range) of their firm's annual expenditures for education and training for all employees. Of the 149 responses, the breakdown appears left.

Respondents were asked how important four specific objectives were to them as they relate to skill and professional development. Ranging from 1 = not important to 4 = somewhat important to 7 = very important, the results are worth noting.

- 5.476 Increasing general understanding of company and industry functions
- 5.604 Upgrading functional skills for promotion
- 5.614 Initiating new employees into the company
- 6.013 Building functional skills for current job

More information on the results of the NPTA Training Survey will be discussed throughout this series of articles.

People Investing—Money in the Bank

William Ochsner, president of National Paper Company and chairman of the NPTA Education and Training Committee reflects on the NPTA and Gallup studies as these relate to the future and the evolution of paper distribution in the next decade: "A sound investment in training at all levels enables a wise distributor to tap this reservoir and provide the employee with an opportunity to achieve a new level of performance. The key: to identify and effect changes in employee performance that would favorably affect overall organizational performance. As I see it, the results to our industry (to each and every merchant) is increased revenue and decreased costs; at the same time, increased certainty of payback (both from new business plans and from the training itself) as well as a shortened payback period."

Training Opportunities

Responding to wholesale distribution's need for growth in his book *Branching and Market Coverage*, Denis Healy states: "Today, customers and suppliers are demanding that the distributor offer services on everything from technical and applications assistance and advice on inventory management techniques, to marketing programs and merchandising tools. Improving productivity and customer service levels are the major challenges facing the wholesaler-distributor. Although the demand for such services presents many opportunities, there is also an abundance of new challenges to be met. These involve devising new ways to render services in a cost-effective manner, identifying market segments and responding to their unique requirements, and recruiting and retaining motivated, skilled personnel—

to name a few. To remain vital, the distributor of the 1980's must be an effective provider of marketing and technical services, committed to adding value to the products distributed."

To accomplish such goals requires internal efficiency in all aspects of the business—from accounting to warehousing, delivery to telephone reception. Dramatic increases in productivity are essential to the survival of the paper merchant. Without exception, unless the merchant and all his employees are adequately trained to meet these challenges, it is highly unlikely the firm will be able to grow and prosper, let alone survive into the next decade.

A Close Look at a Merchant Operation

There is no one way for a distributorship to embark on a program that will prepare for the challenges that lie ahead. Based on the company's own concept of growth, the development program will differ. Each may approach the marketplace differently based on its own specific needs and problems. This will, in turn, help define its goals and objectives.

Drake C. Rittenhouse of Gascon Paper, Cleveland, OH has responded to the many complex challenges a merchant faces through training.

"Training is easy to do, but very hard to evaluate, except when someone comes into your office and tells you a success story in which a light goes on in the middle of a sale and the salesperson starts using the techniques given to him in sales training. But how will you evaluate its efficacy in the long term. We can look at the black and white of dollars and cents and increased sales, and that's obvious. But, perhaps, more attention should go to the attitude, the strength and the conviction a salesperson uses to approach an account with, so that the account will feel that they are doing business with a professional.

"These factors are invisible and harder to evaluate, unless you are involved with your sales people, out on the street with your sales people and watching as their sales customers react and involve themselves with this individual, not for the first time, but perhaps for the second or third.

"At this level, we can achieve what we all are looking for in the selling game, and that is a working relationship with a customer. Time and management training can give you the ability to be more effective with the time you use to sell. Neither, by themselves, has enough importance for anyone to feel that it is essential to use. But, as a combination, the result is a system upon which we may grow. In the selling and the training comes a higher dollar, per minute, per hour, per day, per week yield that you won't find by just handing someone a book and saying, 'you are the salesman, go out and sell.'

"The commitment to training has to be complete. A 'here's the program,' attitude will not work. Training has to become a part of each saleperson's day. This might be difficult to achieve, because you can not put yourself in someone's pocket and remind them to use the programs out in the real world. Training has to be sold and resold until it becomes a part of the sales staff's everday tools.

"In modern day society where the computer reigns and specialties are commodities, the days of making a sale because the buyer is your buddy are almost gone. Relationships can be formed, but the bottom line is more important to all of us—users, distributors and manufacturers.

"Computers can be made to work for sales people. The average salesperson receives a barrage of paperwork every week and ignores it. The smart salesperson who will use the information available to selectively sell where he can make his money and in turn, grow, is becoming more important. With that in mind, we are planning to teach our people how to work 'smart' by using time management, listening skills and whatever else we feel is necessary to be effective in the days to come.

"We, the innovators in the trade, are trying to sell the use of the computer to our sales people by making the language easier for them to work with. We are attempting to achieve a method of making the negative stand out and make the positive passive. But in training it is important to make sure the positive happens.

"The 'that's what you get paid for' attitude of the sales people is not working anymore. We must teach our people esteem, respect and pride in their work. The monetary returns will increase for the individual and the company.

"Once again, any management can tell their people about a product line, but the methods sales people can use to motivate movement of the product comes from the depths of training and education. Telling a salesman how to do it is not effective, because after he walks out of the building, he'll do as he darn well pleases. Effective training educates them to the belief that you care, that you want, and coincidentally, give them what is necessary for them to be successful."

Reserve
JUNE 4, 1986 in Chicago, Illinois
for

D. Bruce Merrifield's

Productive Opportunities for Paper Merchants

- Company CEO's
- Financial/Marketing/Sales Managers

For you, a program to help you dramatically increase the profitability and managerial quality of your firm.

In one day, D. Bruce Merrifield, noted expert and consultant in marketing, operations management and compensation will provide you with the opportunity to productively:

- improve your return on investment and the cash flow of your business
- gain better marketing implementation results
- improve customer service levels
- increase personnel motivation
- emphasize profitability customer relationships

Basic Objective Underlying the Seminar

The specific applications and techniques that are covered in this seminar will help the paper distributor to free-up extra time to think and plan. This seminar will help him improve cash flow to finance any significant re-directions or growth the company would like to take. By increasing the discipline of the organization and improving the confidence of the management team, further growth opportunities will be assured.

Other Merchants Give Productive Opportunities Seminar High Marks

"Bruce has the background, expertise and ability to explain vital, complex techniques that will greatly increase our productivity and profitability in the years ahead."

—John Rountree,
President,
Carr Paper Co.

"He provides concepts that can enable the small "mom-pop" type of operation to be competitive in today's high corporate economy."

— Clifford Barnett,
Vice President Sales
and Purchasing
Sidco Paper Company

"Bruce's knowledge of finances as they relate to the paper merchant is excellent! Obviously, his years in a variety of distribution functions has proven beneficial. I can now better analyze formulas given to determine the extent of profitable/non-profitable operations."

—Greg Drolet,
Business Unit
Manager,
Zellerbach Paper Co.

"Merrifield provided me with tremendous tools to minimize non-productive investments and to maximize my firm's profitability."

—Alan Bernstein,
Inventory Manager,
Zellerbach Paper Co.

"This outstanding, concise presentation has identified an effective method for implementing a small order policy, provided a unique perspective for re-thinking inventory objectives and has identified a highly effective commission policy. Implementing Merrifield's ideas will have a long-term positive effect on our company's performance."

—Steve Fricke,
President,
Taverner & Fricke

The seminar deals with specific applications and their direct benefit to a paper merchant.

1. By minimizing two types of inventory cash-traps, the merchant will be able to permanently reduce total investment in inventory by 20%-30% without reducing service levels.
2. By minimizing four out of five types of past-due receivables, the merchant can reduce his total investment in receivables by 10%-15% and still not drive away customers.
3. By controlling three out of four types of money-losing small orders, lower operating expenses can be achieved.
4. By creating a "zero error program," total operating expenses can be lowered significantly, customer goodwill will rise due to better service performance and employee morale will benefit because of a "winning team" atmosphere.
5. By improving purchasing and sales negotiation abilities, the merchant will be able to improve his return on investment for an unchanged base of business. This will enable him to buy more effectively from the same suppliers and sell more effectively to the same customers.
6. By compensating key "tiger" employees, the merchant will be able to get 200% output from these employees for only 130% of the going cost —a 70% increase in productivity results.
7. The development of a "10X10" selling strategy can increase profits most quickly. Additional gross profit that goes directly to the bottom line can be generated. Target business, which is the easiest, fastest and most profitable to get, will be identified.
8. By pin-pointing three account penetration tactics, the merchant will be capable of maximizing new more profitable volume in the shortest time at the lowest cost.
9. By understanding the product promotion pipelines, the merchant will be able to identify and focus on only the most promising promotional ideas and systematically better package these promotional ideas to get guaranteed new profits.

Registration Information

Dates	Locations	Times
June 4, 1986	Chicago, IL	9:00 am–5:00 pm
October 16, 1986	New York, NY	9:00 am–5:00 pm

Fee	Member	Non-Member
First Participant	$225.	$275.
Second Participant, same Company	$185.	$225.
Third Participant, same Company	$125.	$150.

Registration Card

Education and Training Department
National Paper Trade Association, inc., 111 Great Neck Road, Great Neck, N.Y. 11021
516-829-3070

☐ **Please send me more information on the program content or registration.**

☐ **Yes,** I want to increase the profitability and managerial quality of our operations. Register me for the seminar **Productive Opportunities For Paper Merchants.**

☐ June 4, 1986 ☐ October 16, 1986

1st person Co. City/State

2nd person Co. City/State

3rd person Co. City/State

The Selling Profession Receives a Face-Lift

For the remainder of this decade, and well into the next, wholesale paper distributors will be confronted by enormous changes in methods of marketing and sales. The major reasons for these changes are geographic expansion, growth of individual distributorships, increasing cost of maintaining the field sales force, and the larger potential for productivity improvements from such things as telemarketing and other information systems like computers.

Increasing sales productivity for the years ahead is not as simple as initiating a "state-of-the-art" training program or merely announcing an exciting new sales contest. It means responding to and integrating changes in management and technology into the way the sales force is directed.

To respond to a new competitive selling environment, the wise merchant must "professionalize" each sales person. Century Papers places the highest priority on sales training. "At Century Papers, we consider it essential for our sales professionals to have outstanding selling skills. To meet today's competition, and also build for the future, we are investing heavily in sales training," notes Ben Scott, director of training. "The sole competitive advantage of a merchant's sales force is the knowledge, skills and motivation they possess."

As the distribution of tasks performed by the outside sales force changes, so too does the framework of his training. Field sales as a percentage of the average outside salesperson's time will decrease from 63% in 1985 to 59% by 1990. The outside sales force will perform more marketing functions (e.g. sales promotions, product demonstrations, customer relations), increasing the time allotments to these tasks to 23% by 1990.

A specific area where the outside sales force will witness dramatic changes in functions performed and subsequent training requirements is in the ever-increasing degree of product specialization. Equipped with essential selling skills and product knowledge, specialized sales personnel will be able to develop and penetrate segmented markets. This will require training new personnel, re-training of existing personnel who have the ability to adapt and in many cases, a redesign of the entire sales function.

"As product lines have diversified, customers become more demanding and merchants' market shares shift in a more competitive selling environment, the distributor must look to new ways to capture customers and retain old ones. As today's customers become more demanding, the merchant must move to greater levels of sophistication in marketing and management,"says D. Bruce Merrifield, president of the Merrifield Consulting Group.

Value-Added Selling

As the sales environment changes, paper distributors are witnessing a new dimension in sales and marketing—value-added selling. This is a market principle by which the salesperson sells the total concept of value and not just the price of the goods themselves. The merchant knows that three sources of added value can be addressed:

1. Added value from the manufacturer
2. Added value from the distributor himself
3. Added value from the salesperson himself

One of the secrets to value-added selling is knowing what opportunities are available in each category and how to relate these benefits to the bottom line for the customer.

Today's paper distributors are exploring several exciting areas of value-added selling.

1. *Specification Selling*—the actual specifying of a specific brand, grade, color, texture or basis weight of paper for a particular job. The fine paper salesperson is no longer merely a salesperson, but rather a consultant versed in the products being sold, and the various jobs he can perform.

2. *Contract Selling*—as merchants' sales efforts become more sophisticated, the types of customers they sell to change. And so do their needs and expectations. Part of this future trend is the increasing use of contractual arrangements between the distributor and its customer.

3. *Strategizing for Account Development*—buying decisions are based on how well merchants' account strategies reflect the customers' professional and personal priorities. Strategizing enables a salesperson to identify

the different categories in which needs can be grouped. This helps him to recognize the signals that indicate which needs are present, to take account of these needs on an individual call and in a total account development strategy.

Enter Telemarketing

In a recent study, the Distribution Research and Education Foundation (DREF) of the National Association of Wholesaler-Distributors predicted that by 1990 there will be as many inside sales people as outside.

Telemarketing is different from outside sales. It is a proactive way sales personnel are trained to call on assigned accounts, prospects and customers on a scheduled basis to solicit orders and make sales presentations.

The distributor now needs to place increased emphasis on telephone sales training for the inside sales force and promotional and marketing training for the outside sales force.

The Computer and Beyond

Industry leaders have begun to realize that the technology of distribution is changing as rapidly as the markets they serve. Without a doubt, the computer is becoming the right hand of many sales people as well as managers. The sales professional must be trained to acquire and use information effectively.

John LaRosa, NPTA director of research reflected on the increased need for training. "The increased proliferation of more compact and powerful personal computers will impact on the way sales reps operate. Remote order entry will speed up order processing from the field and allow sales people to access headquarters for information regarding price, availability and product-line depth while at customer locations. In addition to these productivity enhancements, at-home record keeping and forecasting will also enable sales reps to make better use of their valuable time."

More and more, paper distributors have come to realize that the task of filling this never-ending need for new job knowledge and skills has become a significantly important aspect of their overall planning objectives and goals. These points reflect the view of Ed Mazer, president of Standard Paper and Merchandise Company, Inc. "Because of changes in the economics of the distribution business and alternative methods of selling and distributing paper goods during this decade, we're forced to learn new tricks in order to compete effectively. Two of the most outstanding opportunities of finding better ways to run our businesses are: Using the computer to creatively enhance our ability to market our products and manage our assets; and finding innovative methods of controlling sales costs such as the use of telemarketing."

Spotlight on Merchant Training

Two paper merchants have shared their firm's personal training experiences with *MN.* Their specific training needs, goals and objectives differ, and thus, the composition of their programs reflect their companies' overall statements of purpose.

To tie in with this month's survey on education, the views of John Burgess, vice president of planning, Butler Paper, Englewood, CO; and, Dennis Anderson, vice president, Nogg Brothers Paper, Omaha, NE are included here.

John Burgess: Continuity in Training

Our training philosophy can be summed up in one word: continuity. We don't look at training as something that can be accomplished in a four-day session. It is, above all, a continuing process that is a combination of formal training and day-to-day feedback and direction.

Butler Paper offers a number of training courses. We train our beginning sales people in time and territory management, as well as in products, pricing and procedures. We place a heavy emphasis on learning how to listen—how to determine customer needs and satisfy them. Our business is not one where a sales representative can be successful just by taking orders. It requires a lot of creativity and a lot of understanding of customer concerns.

Once the representatives are back in the field, the local general managers spend a lot of time with them. This is the kind of individualized training that can't be accomplished in a group session. Our management team works with the sales people to sharpen their product and industry knowledge, to learn the special needs of their own markets, and to become thoroughly acquainted with their customers' operations. And, of course, they must become familiar with the Butler operations as well, so that they understand the needs of other departments. By understanding credit policies, warehouse scheduling, and sample department capabilities, sales representatives can prevent misunderstandings, and can use the support people behind them to enhance their efforts.

Because the sales manager and general manager have such a key role in training their people, Butler trains them in supervisory techniques and personnel management, as well as in financial matters. We also have an educational support program for those employees (at any level) who wish to pursue specific courses.

We have turned our attention lately to other functions within the company as well. We've begun using the XLS program in "Customer Satisfaction Skills" for our customer service people. This has been effective in providing specific tools to people in a very key, but often difficult, position.

Our training programs have been very well received by our employees. People want to do well in their positions, and are usually eager for any information or skills that they can learn. An effective training program offers benefits far beyond increased sales. It can develop a high degree of professionalism and better morale, decreasing employee frustration and turnover.

Dennis Anderson: Invest in People

One of the most valuable assets a paper merchant has is people and yet we sometimes have neglected to invest in improving the worth of this asset. The old days of hiring sales people and two weeks later turning them loose on the world is, or should be over.

Not only do we need to be more sophisticated in our selection process, but we must offer, on an on-going basis, training and education to our sales staff. When I speak of sales staffs, I include the inside sales person, as their worth is becoming more important due to telemarketing. With our changing world, new products and uses, as well as changing markets, we, as modern professionals, must continue to keep abreast of new developments and improved techniques in the market place.

In past years, it was difficult and very expensive for the small to medium-sized merchant to have training and education programs, but today that just isn't so. In fact, the merchant that doesn't invest in training will or may have already found himself non-competitive in today's market.

We have but to look around us to see the many affordable training programs that are available and as a start I would recommend the fine programs that NPTA has to offer. Nogg Brothers Paper utilizes the Professional Selling Skills III for all of our sales people and thanks to NPTA, we are able to administer this program in-house. We also have had consultants familiar with our business conduct seminars and these have added new dimensions to our selling skills.

Don't overlook suppliers as many have programs that they will make available. We encourage our suppliers to offer seminars and training and for the small expense involved in time and travel, we have had most of our salesmen visit the mills and attend their product and selling seminars. These field trips offer a two-fold return: the sales person develops more confidence in knowing about the products and has a better understanding of what is involved in the manufacturing process.

We utilize our mill representatives for weekly product spotlight seminars and twice monthly we hold Saturday morning training sessions that are mandatory for our newer sales staff and optional to all others. At these training sessions, we have more time for an in-depth study of product knowledge and to develop and practice selling skills. We often use videotaped role play sessions so the sales person can see himself in action. In order to keep our out-of-town sales representatives up-to-date, we videotape our meetings thus reducing time and travel.

I'm only sorry that more mills don't offer training on their product lines on videotape. I think they are missing a golden opportunity to supplement their field sales forces.

> *Our training programs have been very well received by our employees. People want to do well in their positions . . .*

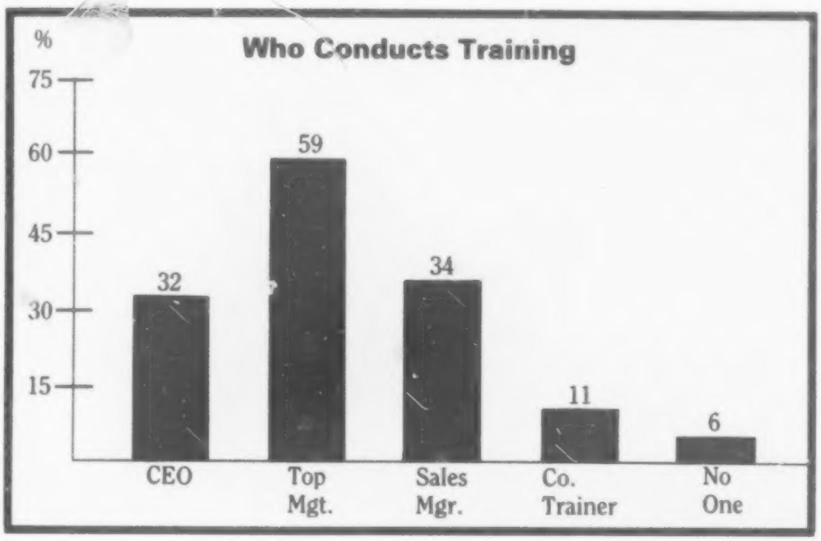
We also do the traditional field sales training by working with the salesman. But, one of the greatest things we have going here at Nogg Brothers is the support system that the salesmen themselves have developed and we have nurtured. They (the salesmen) help each other by sharing experiences and expertise. They are genuinely concerned about each other and often work together in making the prospect a profit-producing account.

I really feel that we have just started and there is more to do in training and developing the professional paper merchant sales people. Is training worthwhile? I shudder to think where we would be without it. For those that say they can't afford training and can do without the expense, I wonder what business they'll be in five or ten years down the road.

So Who Really Needs a Trainer?

Overseeing the professional growth of employees is vital for both the large and small paper merchant. The individual charged with this function (be he the company CEO, a top manager, sales manager or designated trainer) has a formidable and important task. The NPTA survey of company presidents indicated a number of interesting and important points.

The graph shows which staff member is responsible for in-house training and development.



It is interesting to note that most merchants utilize the top managers to train their personnel. Generally speaking, the smaller independent houses usually rely on their company CEO or top manager to train personnel; the larger companies have the luxury of in-house trainers on staff.

Whoever does the training must have a clear understanding of the firm's "statement of purpose." He or she must be able to relay the company's goals, objectives and ideals to each and every employee. In addition, a trainer must have the imagination to devise and implement new ways of improving procedures, especially those that are needed as a result of new technology.

He must have the ability to teach himself, because a large part of his job is keeping up with the enormous amount of information about running a wholesale paper distributorship today and into the next decade.

Kirke Vernon, vice president of marketing for Western Paper says, "The best way to motivate and develop your people is through training. To train, the trainer must be as good a listener as he is a speaker. His objective as a good listener is to determine all employee needs, and communicate those of his firm."

Target Training

A company must determine its training priorities—both who is to be trained and which skills and proficiencies should be emphasized. The NPTA January, 1986 survey mentioned above offers a fresh look at which groups of employees management plans to train in 1986. Company presidents identified the following in order of importance.

79%	Field Sales
77%	Inside Sales
60%	Sales Management
56%	Order desk
53%	Middle Management (V.P.)
45%	Executive–Top Management
40%	Supervisory—Foreman
36%	Operations (Warehouse)
34%	Branch Management
31%	EDP Personnel
26%	Accounting

The second responsibility in training is to ensure that the needs of all employees are being met through relevant and appropriate programs. Specifically, "what are these training needs as merchants see them today?" To answer this question, the January, 1986 survey sent to paper distribution company presidents must be reviewed. They were asked to list those education or training programs that they or their employees would be interested in attending in 1986. The following is their collected priority list.

- senior and middle management training programs
- customer service
- inventory and purchasing functions
- warehouse and delivery functions
- paper knowledge
- telemarketing
- marketing

The third responsibility is to provide programs—either in-house or out-based that offer the skills and proficiencies in a knowledgeable and professional manner. And, the fourth is to provide coaching, follow-up and review.

Without this fourth criteria being used, the firm will have wasted much time and effort. Many companies invest substantial time and money in the hiring and training of their personnel initially, but provide no continual reinforcement for their investment.

The end result of all this training is a smoother operation from beginning to end, a more efficient and profitable company and a happy, satisfied customer who is likely to remember the value-added service the next time he has to make a purchasing decision.

Tony Myers, vice president, marketing services of Harrisburg Paper Co. is directly involved in his company's training. His views and those of his firm's on the role of the trainer are quite interesting.

The Role of the Trainer

There are a lot of opposing views on training within the paper industry. What may work well for one firm may not necessarily be appropriate for another. However, as the market becomes more sophisticated and consumers demand more from the companies with whom they do business, the role of the trainer becomes increasingly important.

As almost everyone agrees, people are certainly the greatest and most costly resource we have. If we are to compete successfully in today's service-oriented market, we must educate our people on how best to use the communication skills and technology available. No salesman has all the answers to a customer's needs or problems, particularly new sales people, and we cannot expect them to retain all the product knowledge of even the most intense training program.

One of the keys to a new person becoming successful in sales is knowing how and where to find the answers. There is no harm in not knowing an answer to a customer request, but it is a tragedy not to know how to find the answer, because that greatly contributes to lost business.

For the most part, training in the paper industry is viewed as the preparation of new sales talent for the sales system. While that is essentially true, training must also incorporate all of the elements of a distribution company. An exceptionally good sales person can be neutralized if the sales service, purchasing, and distribution departments are not in tune with the company's goals. A quality training program must be a commitment to training in all areas, not just sales. However, training alone cannot guarantee success.

Good training programs start with the recruitment of quality people. Those who have a desire to succeed, and a willingness to contribute. Even the best trainer and training program can have little affect on an individual who is unmotivated.

A good trainer has a responsibility to understand the needs of his company, as well as how the company is perceived by its customers. New sales people should also understand the company's market position and the role they will play.

At Harrisburg Paper Company, sales training begins with an explanation of what a distribution company is and does. We spend a great deal of time educating our people about the operational areas of the business. This is where new people can learn the systems, how to solve problems and use the resources of the company to support the sale. Managing time and learning to listen properly should be taught prior to any product knowledge sessions. Good listening techniques will help the salesman understand what the customer is really saying, as well as analyze the real problems. Certainly, product knowledge must play a key role in any sales training and it is and should be the most time consuming part of the training program.

SIGNIFICANCE OF INTERNAL TRAINING BY PERSONNEL TYPE

MAJORITY OF TRAINING ACCOMPLISHED "IN-HOUSE"

TYPE OF PERSONNEL	IN-HOUSE	OUTSIDE
Delivery	100%	0%
Warehouse	100	0
Inside sales	97	3
Outside sales	97	3
Purchasing/inventory control	85	15
Human resources	72	28
Accounting and finance	61	39
Data processing	45	55

Good trainers must, themselves, continue to learn, to seek feedback on training programs, to be aware of the latest products the company stocks, how manufacturers position their products in the market and changes in the market attitude toward buying. They should have a certain degree of interaction with the company's suppliers. Good trainers analyze overall goals and the needs of the various departments. Training should instill confidence and a desire to be a part of the total system, a part of the team.

From Breakthrough to Training Tool

Paper merchants around the nation have begun to recognize that 1/2" VHS video tape for in-house training has assumed a major role in presentations—freeing the manager to concentrate on monitoring, tutoring and evaluating employee performance.

Because of its flexibility and convenience, the video format has enabled managers to manage more efficiently and the sales force to increase its working knowledge. This has permitted them to keep pace with the changes in the products they sell everyday. Bill Ochsner, president, National Paper Company and chairman of the NPTA Education and Training Committee recently commented on video training: "We are deeply committed to attaining a high degree of professionalism here at National Paper Company. The chief importance of video programming is that it has proven to be a most effective way of educating our people."

In our January, 1986 educational survey merchants were asked whether they were currently using audio visuals in their training. To this question, 55% responded yes; 45% responded no. The survey went on to determine which audio visual format was most widely used by merchants for their in-house training. The graph illustrates the importance merchants place on the 1/2" VHS format.

In that the video cassette is easy to distribute throughout a branch organization, merchants have begun to realize that its applications are virtually limitless: to share messages from management (especially significant for multi-branch operations), to capture sales meetings for training programs and to monitor performance of sales people. Michael Ibison, president of Ibison, Pittard and Associates and a long-time consultant and speaker for NPTA notes, "I feel the use of video tape training programs represents the primary trend in delivery of training. Many companies are small enough that the training of new employees almost has to be done in this form or it will not be done at all. Up to now, the programs that are available on video have been somewhat generic. Moving to more availability of industry-specific training programs will definitely be a future direction."

Many merchants have found that video feedback from group dynamics sessions such as sales training role playing, is especially useful because of its instant replay capability. In an April, 1985 *Management News* article, Phillip Erickson, executive vice president of Unisource Corporation was asked: What role do you see video playing in in-house training? In his response, Mr. Erickson noted, "A major aspect of video training is in taping role playing and providing instant feedback. Additionally, it is a self-contained and individually-paced program where a trainee can proceed through the program basically at his or her own pace. There are some excellent examples that we've used in supervisory training, etc."

Chris Strassburger, vice president and director of industrial sales, Distribix, Little Rock, AZ recently stated, "Video taping enables people to visualize difficult concepts, it can teach complex subjects more clearly and faster and it communicates uniformly and efficiently. It can put a face behind a memo."

Video in training promises to hold new and exciting challenges in the years ahead as the technology becomes more responsive to individual needs and less expensive. Ms. Tim Bulmer, training specialist of Kent H. Landsberg, is an innovator in video training. Her firm is a leader in the wholesale paper distribution industry in the field of video training. Ms. Bulmer shares some of her thoughts with *Management News.*

How-to Video

Why Train? *Training Magazine's* article "Help Trainees Believe They Need to Learn" suggests training programs are established for organizational reasons whereas people train for self-oriented reasons.

One of the suggestions I received early in our training efforts was to have a program on business courtesy. To my delight, I found a program made by an excellent production company that covered every aspect of business courtesy. Since distribution is really a service-oriented business, exceptional courtesy to customers is a great plus in sales. This is just one area of general training. Others are: how to be effective on the telephone; how to handle the angry customer.

Why Video? Video gets more information across in a shorter period of time than any other medium. The term inter-active means through a visual on video and interconnected computer, the trainee participates in the training process. Bechtel Power Corporation, a manufacturer of large power units had trained engineers on selecting standardized cable when designing their products. This 40-hour, standup program showed a 40% retention of the information presented. Converted to inter-active video, this four-hour program showed an 85% retention of information. The tremendous savings are obvious.

If Video—Which Equipment? There are at least three main types of equipment: consumer, industrial, broadcast. The compact consumer cameras with recorders attached are easy to handle, but editing ruins tape quality each time the image is transferred. Often, those 60 second perfect scenes are sandwiched in 60 minutes of footage that soon bores any audience.

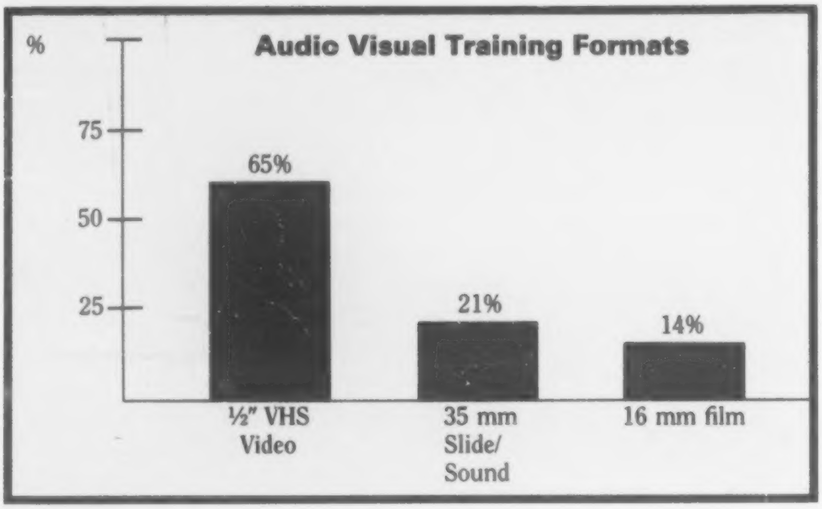
If you decide to use consumer equipment to get started, locate an editing source (not using only two VCRs). Ask if the system has a Time Base Corrector (TBC) in it. This stabilizes the signal. Also ask if the system has a special-effects generator for wipes, fade-ins and title overs. Your signal may not be broadcast quality, but it will have clean cuts.

A general rule of thumb is that industrial equipment, marketed through audio visual distributors, costs two to three times that of consumer cameras and video cassette recorders. Industrial equipment may be well worth the investment since it is more durable and reliable. I still use a portable VCR purchased over four years ago. It has had only one rework to manufacturer specifications. This is equivalent to running an automobile 125,000 miles with only one major tuneup. Make sure the camera and VCR are compatible to work with one cable. Purchase a remote mike for under $100. The 3/4" U-matic format is a wider one that leans more toward broadcast quality. The equipment is more expensive, but editing is readily available from outside sources.

Two important specification points are "signal-to-noise ratio" (S/N) and "horizontal resolution" refers to video's capability for reproducing details. More lines on the screen mean that more details will be able to be seen.

To sparkle, a video must have specific lighting which is relatively inexpensive. A 1000W fixture and lamp can be purchased for under $100.

To try the medium, rent enough equipment for one day's shoot—perhaps cover information on a new product line or equipment.



If Video—How to Plan? It is vital to decide on training goals.
1. Role playing for sales? 3M uses this very effectively.
2. Product training basics for inside employees. How to sell this product for outside sales.
3. History of the company to build team spirit.
4. Applications for products sold.
5. Packaging equipment in operation.

Planning a program is another area altogether. General Telephone, a company that has a broadcast facility and produces programs to train 16,000 employees, allows three months to plan one program. Do not shoot a bunch of tape and look at it to see what will make a program.

First, decide what you want to teach, then how to present it, then write the script and block out the visual that will tell the story, supplemented by the speaker.

In small production endeavors, it is possible to produce a program in three weeks to a month. To do this, planning must be complete. All scenes must be carefully scheduled, the music selected. If using a narrator, seek out a professional who can tie the program all together. It is a rare person in business that masters the flow of words needed to come across comfortably and authoritatively.

Where Can I Get Help? Bruce Linden of NPTA, for his first program, cleverly secured the services of the local college. The colleges are churning out video graduates at an unheard of rate. Many of these people freelance and have their own equipment. Be sure to find out if they know anything about complete production.

International Television Association (ITVA) has chapters in all major cities. Their members cover a broad span, from video equipment manufacturers to production houses and include service organizations.

Manufacturers of strapping, wares, equipment and other products are producing tapes

ARE YOUR SALES CONTESTS REALLY MOTIVATING?

Some company sales contests really improve productivity while others fall flat. Why? Probably the biggest reason why sales contests fail, reports Sales & Marketing Digest, *is that sales people who feel they don't have a chance to win prizes tune out. Therefore, when planning contest, ask "How can I make sure that* everyone *has a chance to win something?"*

According to S&MD, *don't have the contest on total sales alone. Add wrinkles like: most new accounts opened, most sales to new accounts, most orders over $X, etc. Points may have to be assigned for each type of sales activity.*

Don't run a long contest. Some recommend 30–60 days. This spurs quick action and tests maximum productivity increases. Long contests cause sales people to lose focus. And, promote it well, including to the employees' spouses.

WHAT UPSETS YOUR BOSS THE MOST?

A recent study revealed the eight easiest ways to put the boss in the right mood to write out your pink slip. The study, conducted by Burke Marketing Research, Inc. asked 100 "Fortune 1,000" company vice presidents "What employee behavior disturbs you the most?" Here is the list in priority order as it appeared in the Sales and Marketing Executive Report:

1. Dishonesty and lying–lack of integrity.
2. Irresponsibility, goofing off, and attending to personal business on company time.
3. Arrogance, ego problems and excessive aggressiveness.
4. Absenteeism and lateness.
5. Not following instructions or ignoring company policies.
6. Whining or complaining about the company or the job.
7. Absence of commitment, concern or dedication.
8. Laziness and lack of motivation and enthusiasm.

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available to distributors. Ask the manufacturer for copies of his programs.

Video tapes can be made from 16mm film or slides.

Ask your manufacturers representatives to do a video on a subject for which you have made the outline. Tell him or her it must be succinct and to the point. We have programs on most all lines furnished by, or presented by, mill representatives.

Experience teaches us that the discipline in video is to complete the program. It is suggested that one person be responsible to follow through on any training that is initiated. Certainly the responsibility for equipment should rest with one individual also.

To return to *Training Magazine's* article, "Help Trainees Believe They Need to Learn," it said: "We know that we're going to need a certain number of people with certain skills next year or five years from now. Since we know these things we ought to get maximum motivation."

We would not think of saying to a customer, "You'd better buy it, you're gonna need it some day." We seek to help the customer achieve his goals.

Video can capture the expertise of experienced managers and experts in training programs to meet company and individual goals.

Producer Price Index Trends

Last month, a variety of Industrial and Personal Service Paper price indexes were presented for year-end 1984 and September–November, 1985. This series of information is continued here, for printing and writing paper grades (see Table).

PRINTING & WRITING PAPER PRODUCER PRICE INDEX TRENDS BY SELECT COMMODITY GRADES

(Index Base 1967 = 100 unless otherwise noted)	End of Year:	End of Month: 1985		
	1984	Sept.	Oct.	Nov.
TYPE PAPER				
Total Printing & Writing Paper (Except Newsprint & Packaging)	301.8	299.1	296.2	295.3
—Uncoated Publication & Printing[1]	241.2	241.3	240.5	240.5
—Printing Paper, Coated 2-S, #3[1]	233.6	234.6	234.6	234.6
—Printing Paper, Coated 2-S, #5[1]	277.3	291.7	291.7	291.7
—Printing Paper, Coated 2-S, Other[2]	119.3	122.8	122.8	122.8
—Book Paper, #3 Uncoated[2]	281.6	276.1	275.4	270.6
—Other Book Printing Paper, Uncoated	108.2	101.7	98.7	98.7
—Form Bond, 15 Lb.[3]	163.8	141.1	129.8	129.8
—Other Form Bond[2]	107.6	98.3	92.4	92.4
—Cover Text[2]	118.7	118.5	118.5	118.5

(1) 12/73 = 100 (2) 6/81 = 100 (3) 12/75 = 100

Source: U.S. Dept. of Labor, Bureau of Labor Statistics, Producer Price Indexes.

Printing Paper Supplies/Capacities

The National Association of Purchasing Management (NAPM), in its February 3, 1986 "Report on Business," reported the following situations for uncoated groundwood, coated, uncoated free sheet, and bleached bristol papers:

Uncoated Groundwood: Domestic shipments of uncoated groundwood declined over 7% in the first three quarters of 1985, partially due to increased imports. Usage of this grade in magazines, commercial printing and forms declined.

Coated Papers: Excess supplies of coated publication grades exist and no shortages are anticipated in the near future. Consumption by commercial printers is declining. Additional capacity is scheduled for 1986-87.

Uncoated Free Sheet: This grade continues to be the growth leader. Increases in reprographics, forms and offset grade shipments continue to encourage added mill capacity, with approximately 1 million tons of added annual capacity projected by 1989. Some of this strength is reported to be due to declining imports and possibly some inventory build-up. No shortages are anticipated.

Bleached Bristols: There is adequate availability now and for the near future. No added mill capacity is planned and inventories at many converters is dropping.

CHANGE OF ADDRESS

Do not miss one issue of NPTA *Management News* magazine. Please notify us *prior* to your relocation so that we may change our records.

Forward changes to:
Circulation Manager
NPTA Management News
111 Great Neck Road
Great Neck, NY 11021

Change date:
☐ *immediately*
☐ *future* ____________________
date

Use the mailing label from the cover of this issue of *MN:*

Place Label Here

New address:

Name ____________________ Title ____________________
Company ____________________
Street Address ____________________
City ____________________ State ____________________ Zip ____________________
Signature ____________________ Date ____________________

PAPER MERCHANT SALES REPORT

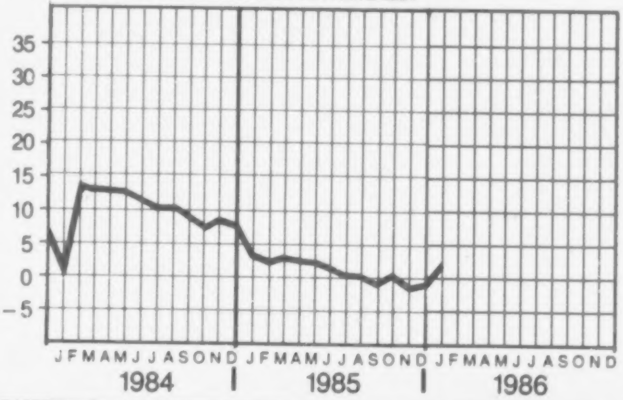
SUMMARY NATIONAL TREND INFORMATION: 1984 TO PRESENT

NOTE: *THE REPORT'S STATISTICS ARE THE FIRST TO BE PRODUCED VIA A NEW SYSTEM. THEREFORE, STRICT COMPARISONS TO PRIOR REPORTS SHOULD NOT BE MADE.*

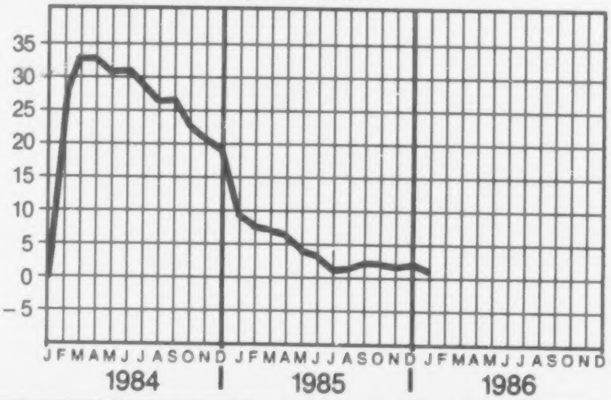
SALES INFORMATION

YEAR-TO-DATE SALES PER SELLING DAY AS A PERCENTAGE OF PREVIOUS YEAR'S YEAR-TO-DATE SALES PER SELLING DAY

INDUSTRIAL PAPER SALES NATIONALLY



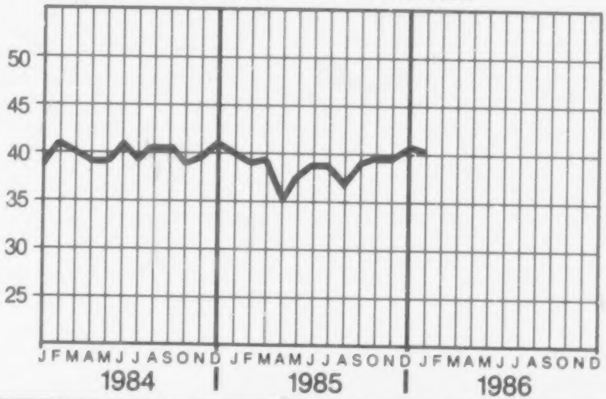
PRINTING PAPER SALES NATIONALLY



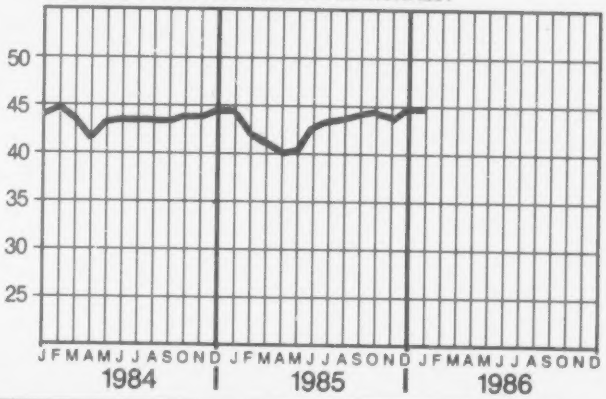
RECEIVABLES INFORMATION

DAYS OUTSTANDING—ACCOUNTS AND NOTES RECEIVABLE FROM PAPER SALES AT END OF EACH MONTH (IN CALENDAR DAYS)

INDUSTRIAL PAPER RECEIVABLES NATIONALLY



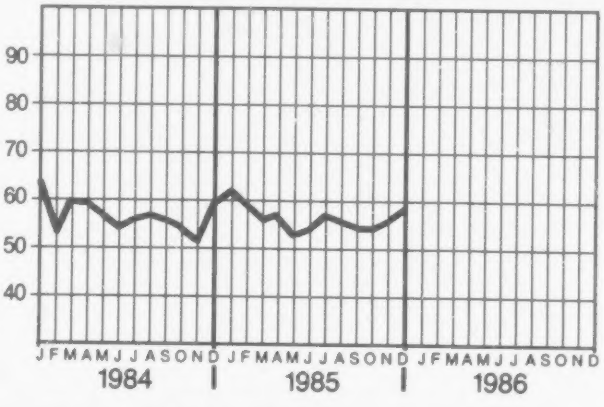
PRINTING PAPER RECEIVABLES NATIONALLY



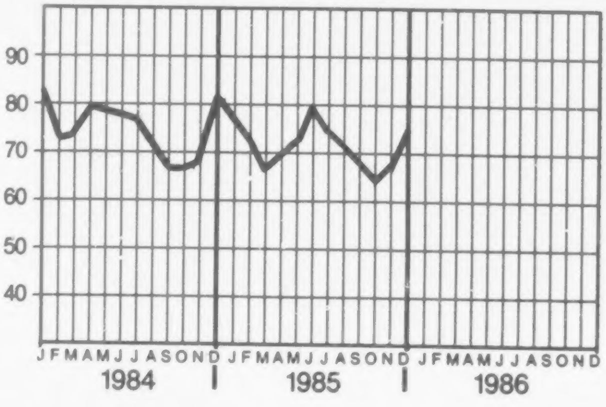
INVENTORY INFORMATION

CALENDAR DAYS COST OF ENDING MONTHLY INVENTORY (FIFO) (IN CALENDAR DAYS)

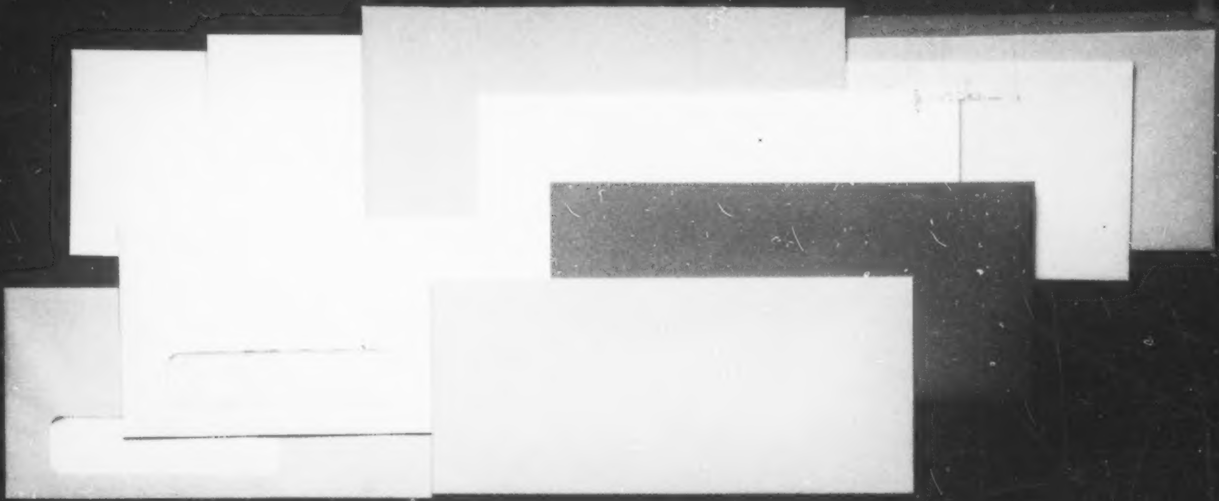
INDUSTRIAL PAPER INVENTORY NATIONALLY



PRINTING PAPER INVENTORY NATIONALLY



Turn a big profit selling these:



Or turn a much bigger profit selling these:

VISA
APPLICATION
VISA
Nebraska Game and Parks Commission
IMPORTANT: CONTAINS BIG GAME PERMIT
Merchants Savings Bank
BANK OF NEW HAMPSHIRE
LOUP POWER DISTRICT
COLUMBUS, NE
Live Better Electrically
KMBC-TV
CHRISTIAN BLIND MISSION INTERNATIONAL
P.O. BOX
WHEATON, ILLINOIS
COLLECTIBLES
Blue Cross Blue Shield
ward Bank Vermont
Invoice enclosed

Why settle for less when you can have more? It's as simple as that — when it comes to selling plain envelopes versus printed envelopes.

Of course, it may take a little more effort to sell the printed envelope order. But your profit will make it all worthwhile. And your customers will appreciate what printed envelopes will do for their businesses. They'll show their appreciation by placing another order. And another. And another.

Then watch your profits grow.

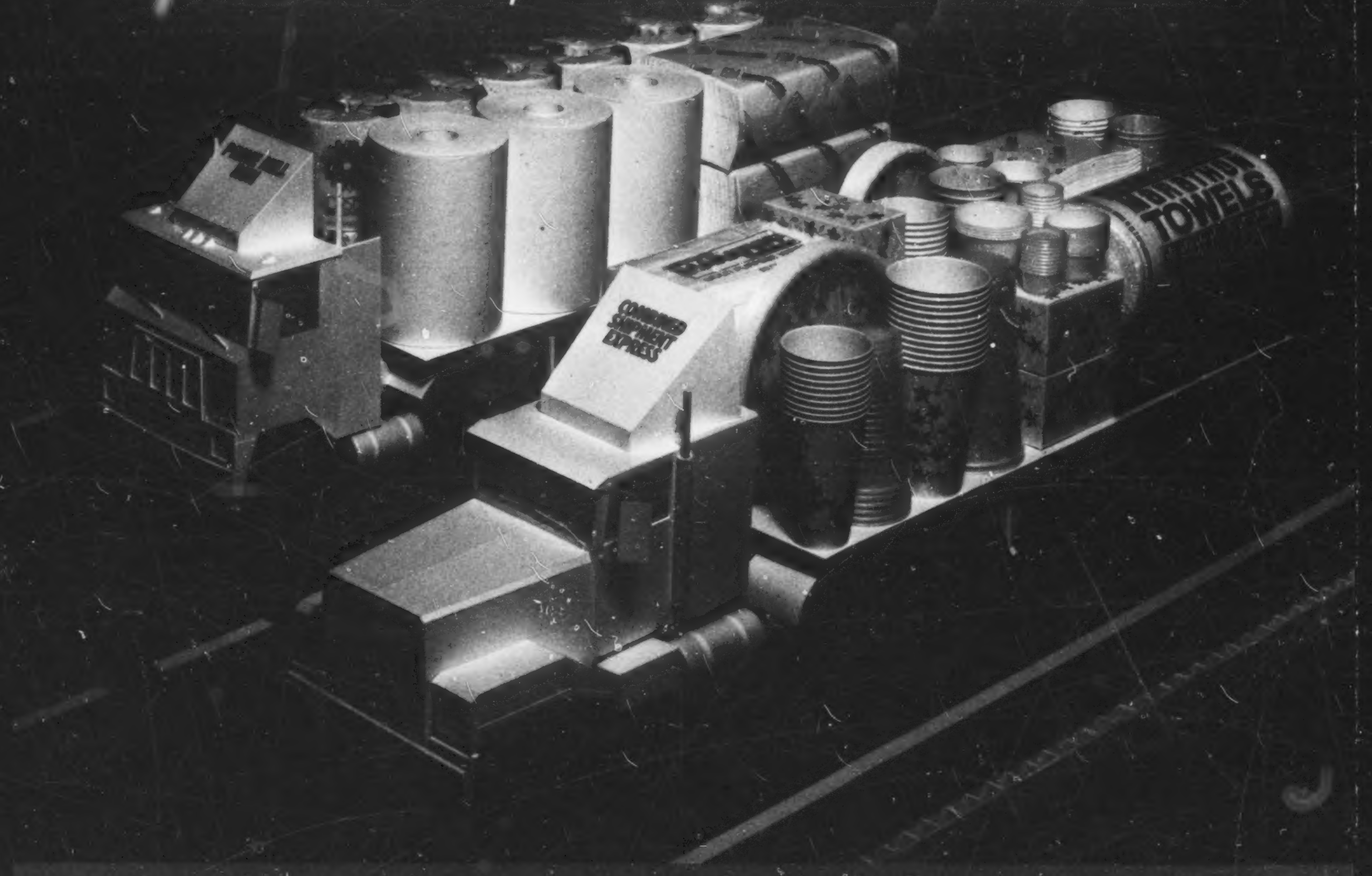
Contact a service representative at the plant nearest you to find out about our Envelope Printing Guide and our new Envelope Printing Slideshow Presentation. Both are full of helpful tips on selling printed envelopes.

New York Envelope Group
Long Island City, NY
Brooklyn, NY (Envelope Convertors)
Union, NJ (Champion Envelope)

National Envelope Group
Atlanta, GA Lenexa, KS
St. Louis, MO Worcester, MA

Who but New York/National sells only to you: not to your customers.

DIXIE/MARATHON



OUR FLEXIBLE SHIPPING SYSTEM DELIVERS MORE PROFIT.

With Dixie/Marathon, you can pick and choose the way you want product delivered. Whatever helps you turn your inventory most profitably.

Would a mixed order of foodservice and sanitary items give you faster turns? OK. We'll send it all at once from a combined shipment center.

Or maybe a large shipment, straight from the mill, would save you more.

Either way, we have a remarkable record for accurate, on-time delivery. And you have the industry's broadest line of disposables to choose from.

What you want, where you want it, all at once. Nobody works harder to help you turn your inventory more profitably. See your Dixie/Marathon representative for details.

JAMES RIVER CORPORATION
[illegible]